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The CAROLINA JOURNAL OF PHARMACY

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Vol. XXI — JANUARY, 1940 — No. 1

Officers of the North Carolina Pharmaceutical Association for 1939-40

President, also Chairman of Executive Committee.....Phil D. Gattis, Raleigh
Secretary-Treasurer.....J. G. Beard, Chapel Hill
Secretary-Treasurer N. C. Board of Pharmacy.....F. W. Hancock, Oxford
General Counsel, also Executive Secretary Fair Trade Committee.....F. O. Bowman, Chapel Hill

How Did It Start?

The Vick Chemical Company

This is the first in a series of short tches of folks and firms we have known. ers will follow in due season.—*Editor.*)

The year was 1880. The location s Selma, N. C. The man was nsford Richardson. A retail drug re was purchased. A series of nts began that has no seeming end a river of little blue jars pours its oduct all over the world. Fifty lion plus a year!

When Mr. Richardson ved to Greensboro in 1 and purchased from . W. Clark Porter the ail drug store in which Henry received his early ining he began to tinker h formulas — to make s and that mixture. ne were good; some are g since forgot. Born in- this adventurous search the worthwhile was a ve that has come to be ernationally famous. Vicks Vapo-b!

n 1898 Mr. Richardson sold his re- store and started the wholesale n of L. Richardson Drug Co., that ow the Justice Drug Co. The line private brand remedies for minor slowly grew as the wholesale busi- s itself prospered. By 1905 it was nd advisable to form a separate company, called the Vick's Family Remedy Co., to make and sell some score of these successful products. A few years later the eldest son, H. Smith Richardson, joined his energies and talents with those of his father, and finally Lunsford, Jr., also came into the firm that had become the Vick Chemical Company. In 1919 Mr. Lunsford Richardson, Sr., died.

1880 to 1919. A mere 39 years by the calendar. But long enough for one man with one idea to create an ever-growing, ever-living thing to make his shadow lengthen along the avenue of time.

* * *

I first met VapoRub in 1908 (it was then called Vick's Croup Salve) when in company with the late Dean Vernon Howell we visited the plant in Greensboro. The product was giving a bit of trouble in that an occasional batch tended to separate and to be granular. The Dean offered a helpful suggestion which was adopted. Exactly ten years later I was elated over securing a full page advertisement from the firm for this JOURNAL. In the light of present sales this advertisement in question is interesting. Over

50,000,000 now, only a pitiful (?) 6,725,400 jars were sold twenty-three years ago. Following is the language of the advertisement. Note that the product had a double name then—Vapo Rub—whereas now it is streamlined to VapoRub.

Sales Last Year

of

VICK'S VAPO RUB

Were

6,725,000 Jars

Vick Chemical Co.,
Greensboro, N. C.

'Rah for the South!

We have just been advised that Mr. Chas. H. Evans, of Warrenton, Ga., has been elected president of the A. Ph. A. for 1940-41. Mr. Evans is a retail pharmacist, a fine citizen, and a delightful gentleman. We are happy that enough members indicated him as their choice for his election by mail to result. Mr. Evans will be installed at the Richmond meeting in May of this year.

What's My Name?

This issue goes to press very shortly after readers have received the previous number of the JOURNAL. For this reason perhaps only a very small number of persons have sent in their answers to the eleven questions that were asked in the December article entitled "It Couldn't Be Anybody Else."

No one answered all of the questions correctly, but 'Gene Rimmer, of Charlotte, missed only one (No. 11), and in addition he added interest to his reply by lining up his eleven me in football formation.

Here are the correct answers:

1. Warren Horne, Fayettevill father was a Confederate officer.

2. The late Dean Howell, wh played football after he was teacher.

3. P. J. Suttlemyre, Hickory, fo mer mayor of "The Best City."

4. Fred Bowman, whose tribe us all of the O's from "Olpha" t Omega.

5. Col. Wm. Brame, who joine the Navy and saw the world.

6. Chris. Fordham, Greensboro, t former athlete.

7. Myron Bobbitt, Winston-Sale the bird hunter with a national do

8. "Uncle George" Pilkington, course. It couldn't be anybody els

9. Tom Simpson, whose disti guished father used to conduct short course in pharmacy.

10. June Bush, Clinton, who co poses half of all of the twin register pharmacists in North Carolina.

11. Dr. E. V. Zoeller, Tarboro, w was Honorary President of the Ph. A. in 1929-1930.

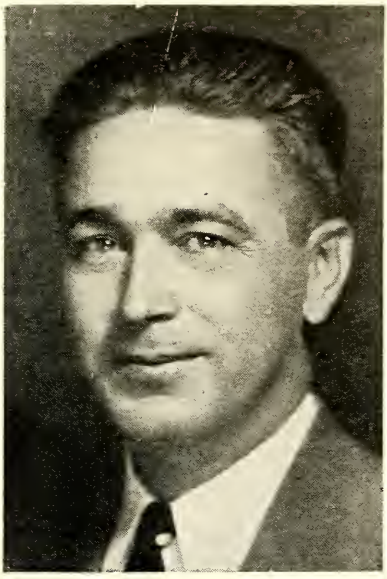
It was said above that Mr. Rimm taking advantage of the seas rounded up his eleven and made football team of them. His line fr end to end was made up as follow Pilkington, Simpson, Fordham, Bo man, Brame, Bobbitt, and Hanco (rather than Zoeller). In the ba field, June Bush called the plays f Horne, Howell, and Suttlemyre.

Postscript: We have just had wo that the Greensboro Drug Club, at meeting Dec. 8, answered all of t questions correctly.

Philip Daniel Gattis

From time to time we pause and pay bute to some pharmacist amongst us who entitled to praise. Our Man-of-the-nth this time is Phil Gattis, of Raleigh, ail pharmacist and president of the N. Pharmaceutical Association.

Mr. Gattis was born in Wake County r Raleigh on August 26, 1897. His her before her marriage was Miss Ella liams. The name of his father is Rob- Edwards Gattis. The latter owned a ry a number of years ago and young l eventually became official custodian of e of the cows. On the way to school in eigh he delivered milk, one point of delivery a drug store on Per- street near the pres- Person Street Phar- y which he now owns. place appealed to ; especially the man he white uniform and products on display t could be bought for ickel. The latter unit currency loomed large he kid's mind because represented what ned a million acorns he would pick up sell. It was during e days that a resolu- to study pharmacy ned and stuck. Mr. tis' practical experi- covered the period n 1910 to 1916 and served in the follow- stores: Martin Street rmacy and J. C. ntley, both of Ra- h; J. C. Wiley, of thern Pines, and R. R. Beatty, of Char-. He passed the examinations of the rd of Pharmacy in 1916 following study he Max Morris course and attendance 1 the sessions of Page's School of Phar- y. Mr. Gattis was attached to the nical Warfare Service of the Medical artment of the Army from August 1917 larch 1919 having the rank of Sergeant being stationed most of the time at ewood, Maryland, but being called to y other points while in line of duty. mediately after leaving the Army rch 19, 1919, to be exact) Mr. Gattis opened his first drug store—the Person Street Pharmacy—which he alone owns. In 1929 he opened Person Street Pharmacy No. 2 in the Hayes-Barton section of the city. Both stores are enviable possessions. He has other property as well.



To prove the civic-mindedness of the man, here are some of the payless positions he holds: Member of the Vocational and also the Crippled Children Committees of the Rotary Club; a director in both the Raleigh Chamber of Commerce and the Merchants Association; the Director of Nursing Service in the Community Chest; and a member both of the City Zoning and the City Extension Committees. His interests are very wide. He belongs to the Country Club; to the Tabernacle Baptist Church; and is a 32nd degree Mason, being an officer of the Blue Lodge.

Mr. Gattis was married first to Miss Ludye Ethel Rogers, of Raleigh, who died September 24, 1926. Two girls, Misses Eleanor Glyn and Peggy, were born of this union. On February 18, 1930, Mr. Gattis was married to Miss Mary Morgan, of Raleigh. They have one child, Mary Morgan, aged seven.

We asked a friend of Mr. Gattis this question: "What is his hobby?" "Golf," the man announced quickly, "but he is *very* fond of football, baseball, soft ball, and . . .," but we halted him because we have not room here to list all of the things of which Phil Gattis is fond. One of his main likes is Folks and to our way of thinking this explains much of his success. Whether he is dealing with doctors professionally and socially, or the average customer in his store, or young people, he always seems ready to listen intelligently and with interest. The man *lives* every moment he is awake and in our judgment he enjoys the art of living. We hope that the New Year will bring him continued success as well as abundant happiness to his loved ones.—J. G. B.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

Reminders for the Year 1940

Every Retail Druggist Is Required By Law:

1. To register his drug store or pharmacy with the State Board of Pharmacy and obtain a permit to conduct same on or before January 1, 1940.

2. To renew his license as a pharmacist with the State Board of Pharmacy, on or before January 1, 1940. (After March 1, a penalty of $5.00 must be paid.)

3. To keep his certificate of registration, his 1940 drug store permit, and his 1940 renewal license conspicuously displayed in the store at all times.

4. To keep three separate prescription files, namely: (a) a regular file, (b) a narcotic file, and (c) a venereal file.

5. To keep a record of the sales of all "Hypnotic Drugs" dispensed at his store.

6. To keep a Poison Register in which shall be recorded the sales of all the so-called "Register Poisons."

7. To keep a complete and accurate record of the sales of all semi-narcotic preparations, classed by the Federal Law as "Exempt Preparations."

8. To keep a record of the sales of all proprietary remedies for venereal diseases, and make a report of such sales weekly to the State Board of Health.

9. To pay to the State Department of Revenue, Raleigh, N. C., the following privilege taxes on or before June 1, 1940, (a) cigarette tax, (b) sandwich tax, (c) soda fountain tax of $10.00 per draft arm, together with such other privilege taxes for which he is liable.

10. To pay to the State Department of Revenue the 3 per cent sales tax on his tot gross sales, except upon prescriptions ar the other drugs and medicines that are ma ufactured, mixed, or processed. Comple records must be kept of all sales, and a r turn together with check for the amount tax due, must be sent to the Revenue D partment on or before the 15th of ea month for the preceding month's transa tions. The collection of the sales tax mandatory and must be collected in accor ance with the Uniform Tax Schedule pr mulgated by the Commissioner of Revenu

11. To pay to the city or town in whi his business is located at the time fixed f the payment thereof, the following taxe (a) cigarette tax, (b) sandwich tax, (soda fountain tax of one-half the amou paid to the State, together with such oth privilege taxes as are legally imposed the governing bodies of cities and towns.

12. To re-register with the United Stat Collector of Internal Revenue, Greensbo N. C., on or before July 1, 1940, as a ret dealer in narcotic drugs and preparatio thereof (Classes 3 and 5), and to keep t certificate of such registration posted in place of business at all times.

13. To file income tax returns on or fore March 15, 1940, and pay income ta to both State and Federal Governments, any are due; to pay personal and real pr erty taxes, automobile taxes, special sch taxes, and all other taxes as may be i posed legally at the time fixed by law the payment of same.

ADDITIONAL MANUFACTURERS UNDER FAIR TRADE

K. A. Hughes Company
Web Distributing Co., Inc.
Kremola Company, Inc.

Total number Fair Trade Manufacturers to date..... 254

CONTRIBUTORS TO FAIR TRADE COMMITTEE

inters
Marion, N. C.

rolina Pharmacy, Inc.
Pinehurst, N. C.

oleemee Drug Co.
Cooleemee, N. C.

d Cross Pharmacy
North Wilkesboro, N. C.

rter Drug Co., Inc.
Concord, N. C.

on Drug Co.
Oxford, N. C.

W. Moose Co.
Mt. Pleasant, N. C.

heboro Drug Co.
Asheboro, N. C.

Duffie-Eubanks Drug Co.
Greensboro, N. C.

rham Drug Co.
Durham, N. C.

lson Drug Co., Inc.
Wilson, N. C.

rner Drug Co.
Elkin, N. C.

ples Drug Store
Lexington, N. C.

R. Nowell Drug Store
Vendell, N. C.

lingsworth Pharmacy
Mount Airy, N. C.

ple's Drug Store
Forest City, N. C.

Best Drug Store
Greensboro, N. C.

Lawing & Costner
Lincolnton, N. C.

Cramerton Drug Co.
Cramerton, N. C.

Beddingfield Brothers
Clayton, N. C.

Spake Pharmacy
Morganton, N. C.

Duffy's Drug Store
New Bern, N. C.

Bobbitt Drug Co., Inc.
Winston-Salem, N. C.

Mills Drug Co.
Cliffside, N. C.

Fairmont Drug Co.
Fairmont, N. C.

Montague's Pharmacy
Durham, N. C.

Elk Pharmacy
Elkin, N. C.

Innes Street Drug Co.
Salisbury, N. C.

Sterling Drug Co.
Charlotte, N. C.

Goode's Drug Store
Asheville, N. C.

Summit Street Pharmacy
Winston-Salem, N. C.

C. C. Fordham's Drug Store
Greensboro, N. C.

Purity Drug Co.
Haw River, N. C.

Ramseur Pharmacy, Inc.
Ramseur, N. C.

Carter & Trotter
Salisbury, N. C.

Hall's Drug Store
Oxford, N. C.

Lexington Drug Co.
Lexington, N. C.

Secrest Drug Co., Inc.
Monroe, N. C.

Julius A. Suttle
Shelby, N. C.

Guion's Drug Store
Marshville, N. C.

T. A. Walker, Inc.
Charlotte, N. C.

Eubanks Drug Co.
Chapel Hill, N. C.

E. W. O'Hanlon, Inc.
Winston-Salem, N. C.

Bear Trail Drug Store
Newland, N. C.

Kerner Drug Co.
Henderson, N. C.

Hollingsworth Drug Co.
Mount Airy, N. C.

Clines Drug Store
Asheville, N. C.

Robinson's Drug Store
Belmont, N. C.

al number contributors to Fair Trade Committee..... 48

beling of Drugs Under New Fed-al Food, Drug, and Cosmetic Act

elow are stated in non-legal terms some he principal requirements of the Federal d, Drug, and Cosmetic Act as they relate to the labeling of drugs. These statements are not meant to be exhaustive, nor do they indicate the various exceptions and special cases in which they may not be applicable. For complete information, reference is made to the act itself and to the regulations. The

sections of the law and the applicable regulations are mentioned in connection with the various subjects discussed.

Some General Provisions

1. Information required by the law to appear on the label should appear also on the wrapper or carton of the retail package, or be easily legible through it. (Sec. 201(k)).

2. All data required to appear on the label or labeling must be prominently and conspicuously placed thereon. Prominence and conspicuousness of required information should not be sacrificed for any other phraseology, pictures, etc. (Sec. 202(c)).

3. All information required on the label or labeling should appear in English; if any statement is made in a foreign language, all required information should appear also in that language as well as in English. (Regulation (c) under Sec. 502(c)).

4. New drugs should not be marketed before an application has been filed with the Secretary and has become effective. (Secs. 201(p), 301(d), 505).

5. A person who ships a drug in interstate commerce is responsible for compliance of that drug with the law unless he holds a guaranty in proper form. (Secs. 301(a), 303(c)).

6. Any person who causes a drug to be adulterated or misbranded while it is in interstate commerce violates the law. (Sec. 301(b)).

7. Any person who receives a drug in interstate commerce and thereafter sells it or offers to sell it or give it away, is responsible for compliance with the act, unless he is protected by a guaranty in proper form. (Secs. 301(c), 303(c)).

8. The adulteration, mutilation, destruction, obliteration, or removal of labeling of a drug while held for sale after shipment in interstate commerce, if this results in causing the article to be misbranded, constitutes a violation of the law. (Sec. 301(k)).

9. Drugs sold under official names (Sec. 201(g)) or under names creating the impression that the drugs are official drugs must comply with the official requirements except that they may differ from the official requirements in strength, quality, or purity only. If they do so differ, the label should indicate the nature and extent of each such difference. Difference from official specifications in the identity of ingredients is not permitted. (See 501(b)).

10. Official drugs should be packaged and labeled as prescribed in the official texts. Unofficial drugs should be packaged so as to prevent deterioration. (Sec. 502(g)).

Label and Labeling

11. The "label" is the principal display portion or portions of the container and of the outside carton or wrapper. (Sec. 201(k)).

12. "Labeling" includes all printed or written matter accompanying the article. (Sec. 20(m)).

The Labels Should Contain

13. The name and address of the manufacturer, packer, or distributor. (Sec. 502(b)).

14. A statement of the quantity of the drug in the package. (Sec. 502(b)).

15. A statement of the quantity and percentage of certain habit-forming drugs, together with the statement "Warning—May be habit forming." (Sec. 502(d)).

16. The common or usual name of the drug. (Sec. 502(e)).

17. If it is composed of two or more ingredients, the common name of each active ingredient and the amounts of certain specified ingredients. (Sec. 502(e)). Abbreviations should be avoided in listing ingredients.

The Label or Other Labeling Should Contain

18. Adequate directions for use. (Sec. 502(f)).

19. Adequate warnings against unsafe use by children and also in conditions where warnings are required to insure against danger.

20. Warning against use in an amount or for a length of time or by a method of administration which may make it dangerous to health. (Sec. 502(f)).

21. The labeling should not mention the useful effects of a drug only but should disclose any harmful or deleterious effects also. Therapeutic limitations must be clearly indicated. (Secs. 201(n), 502(f)).

The Label and Labeling Should Not Contain

22. Any false or misleading statement regarding the composition of the article or the effects that it will produce.

23. Any false or misleading statement regarding any other drug or device.

Approval of Labeling or Formulas

24. The act does not authorize the Food and Drug Administration to approve labels or formulas. It places upon manufacturers and distributors full responsibility for distributing their products in harmony with its provisions. Before undertaking the preparation or revision of labeling, the proprietor should inform himself of the provisions of the law and regulations. If he is not familiar with the treatment of the disease for which a drug is recommended and with the physiological effects and therapeutic limitations of the ingredients of which it is composed, he should obtain advice from those who have such expert knowledge. The facilities available to the Administration will not permit review of any considerable number of labels or extensive labeling for a single manufacturer, but comment will be offered on details concerning which a proprietor may have doubt after he has made a careful study of the terms of the law as they apply to his preparations. When labeling is submitted for comment, the complete labeling, formula, and, where pertinent, a statement of the amount of each active ingredient contained in a stated dose of the medicine, together with other pertinent factual information, should be submitted in triplicate.

Advertising, Use of Mails, and State Law

25. The Food and Drug Administration cannot supply information concerning the requirements of Federal laws pertaining to the advertising of food, drugs, and cosmetics or the requirements of postal laws, since these statutes are enforced by the Federal Trade Commission and by the Post Office Department, respectively.—(Food and Drug Administration, U. S. Department of Agriculture)

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*
Official Reporters
J. K. CIVIL, Charlotte
N. B. MOURY, Greensboro
J. F. GOODRICH, Durham
R. A. MCDUFFIE, Greensboro
P. J. SUTTLEMYRE, Hickory

Board of Pharmacy Holds Examinations

Twenty-one of the applicants passed the sts who took the examinations before the ate Board of Pharmacy in Howell Hall Chapel Hill on Nov. 27-28. *The follow- g graduates were licensed as pharma- sts:* **J. W. Allen**, of Charlotte; **L. K. dwards, Jr.**, of Stantonsburg; **G. W. oneycutt**, of Apex; **Maggie Lou Moore ıominen**, of Rocky Mount; **V. D. Wells**, Raleigh; **W. F. Lynch**, of Hillsboro; **W. Rankin**, of Brunswick, Ga.; **J. M. Rus- ll**, of Canton; **W. L. Sloan**, of Graham; **E. Caldwell**, of Burlington (col.); and **W. F. ıodes**, of Lincolnton. *Assistants Passing e Full Pharmacists' Examination are* **H. . Cooke, Jr.**, of Salisbury; **J. R. Hendrix**, Marion; **C. E. Ingle**, of Asheville; **J. S. Daniel**, of Lenoir; **E. L. Pilkington**, of ne Level; **C. P. Pressley**, of Charlotte; **L. Riggsbee**, of Durham; **J. I. Thomas**, Smithfield; **G. P. Thornton**, of Golds- ro; and **W. Y. Whitley**, of Fremont.

General News Items

H. T. Horsley, formerly with the Evering- a Drug Store, of Laurinburg, has pur- ased the East Belmont Drug Store, of lmont, and taken over active charge of e pharmacy.

Robt. Savage and **Oscar Israel**, both well own in western North Carolina, have ened a drug store in Pilot Mountain der the name of the Surry Drug Co.

Dr. H. M. Burlage, of the State Uni- rsity, attended a joint meeting of the llabus Committee and the American uncil on Pharmaceutical Education in ltimore on Dec. 6. Dr. Burlage is chair- n of the Syllabus Committee.

Friends will regret to learn that **Wilkins rden**, of the Person St. Pharmacy, No. 2, of Raleigh, was painfully injured in an au- tomobile accident near the Capitol City re- cently. We understand that he has im- proved sufficiently to leave the hospital and is back on the job again.

FOR SALE: Complete set of drug-store fixtures, including wall cases, show cases, wrapping counter, soda fountain, including sandwich unit, soda booths, soda tables, stools for fountain, electric fans, electric fixtures, cash registers, etc. Everything in excellent shape. Priced for quick sale. Terms if desired. Inquiries should be ad- dressed to Cecil's Drug Store, 121 N. Main St., High Point.

E. I. Butler, representative of the Liquid Carbonic Corporation, writes that he has changed his address from Columbia, S. C., to 2209 Chambwood Drive, Charlotte.

Attorney F. O. Bowman attended the an- nual meeting of the North Carolina Bottlers' Association in Durham, Dec. 4-5. Mr. Bow- man has served as Executive Secretary of this organization for a number of years and he was re-elected to the position.

The dates for the 1940 convention of the N.A.R.D. have been moved a week ahead. Previously the time was set for Sept. 30 to Oct. 4 inclusive but the meeting is now scheduled for Sept. 23-27. The change was made to avoid conflict with other important events which will come in early October.

First Aid Week in 1940 will be held on May 19-25.

Since the JOURNAL carried the news that **Mr. and Mrs. D. L. Shreve** have gone to Florida for an extended stay, we have been besieged with requests for their address. Here it is! 2010 Twenty-Eighth Ave., No., St. Petersburg, Fla.

Mrs. C. W. Pegram (nee Miss Addie Bradshaw), now of Chapel Hill, entertained the Kappa Epsilon Society, composed of

women students of pharmacy in the State University on the evening of Dec. 4.

M. M. Kessler, of Raleigh and Baltimore, Md., is now with the Liggett Drug Co., of Charlotte.

R. M. Willis, of Southport, has accepted a position as prescriptionist for the Waccamaw Drug Co., of Chadbourn.

Friends are delighted to know that **J. G. Roberson,** Hertford druggist, is recovering from a long illness and is now able to be at the store for a short time each day.

The Greensboro Drug Club had a luncheon meeting at the Jefferson Roof Club Room on Dec. 8. **Congressman Carl T. Durham** was a special guest. A few business matters were taken up after which Mr. Durham made a short and interesting talk on his official life in Washington. **Miss Carolyn Cox,** Secretary of the Greensboro Club, tells us that the Congressman "remarked that he has difficulty in finding a drug store in the Capitol City in which he feels free to 'loaf' when he is homesick." Following the formal meeting the questions appearing in last month's JOURNAL under the caption, "What's My Name," were asked and the Club's answers were sent in to the JOURNAL.

The Sixth Annual Festival of Good Fellowship, sponsored by the Scott Drug Co., of Charlotte, was held in the Hotel Charlotte in November. This affair is a unique one in that no speeches or formalities are allowed, the entire affair being devoted to good fellowship, a sumptuous repast, and splendid entertainment. Over two hundred guests were present, the invitation list being composed of drug executives and representatives.

The Peabody Drug Co., of Durham, was robbed of $34.56 in cash and four electric razors valued at $40 during the night of Dec. 13. Entrance was gained by breaking a ground-floor window, the hole being large enough to permit a grown person to enter. The money was taken from an unlocked cash register.

J. W. Watson has resigned his position with Futrelle's Pharmacy in Wilmington and has returned to his old home in Rocky Mount. He and Mrs. Watson are living at 419 Western Ave. and the former is connected with the Matthews Drug Co.

The JOURNAL joins hundreds of friends of **Mr. and Mrs. J. Floyd Goodrich** in congratulating them on their twenty-fifth wedding anniversary. "The bride and groom" celebrated this important date with a silver tea on Dec. 18.

An estimated crowd of 2,000 witnessed the annual gridiron contest to decide the city amateur football championship of Wilmington on Dec. 16. This contest is held each year for the benefit of the Empty Stocking Fund. The winner of the game not only had the glory of victory but was awarded the Hall championship trophy presented by Mr. J. M. Hall, popular proprietor of Hall's Drug Store. A recent issue of the *Wilmington Morning Star* shows Druggist Hall congratulating the coach of the "Dry Ponders"—the winning team.

On Jan. 1st the B. C. Remedy Co. is having its annual Sales Meeting followed by a banquet and dance for the "BC" salesmen. This event is one eagerly looked forward to each year by the staff.

Friends will regret to learn that **Steve W. Frontis,** popular representative of Eli Lilly and Co., had to spend a part of the holidays in a Greensboro hospital with an attack of influenza.

A druggist-proprietor in the eastern part of the State informs us that he wants a good registered man for his store. The pharmacy is located in one of the larger towns in the State. Any one interested should write to the JOURNAL which will pass the information along to the owner of the store.

Malcolm N. Goodwin, of Greensboro writes that he is now making his home in Georgia where he is connected with a drug store. He failed to inform us of his exact whereabouts however.

How about making a New Year's resolution? Of course, we mean a resolution to jot down ever bit of news you hear that is of interest to JOURNAL readers and send it in to the editor? We need your help and such assistance will mean a much more interesting JOURNAL for you!

HERE'S TO EACH AND EVERY ONE OF YOU!

By ALICE NOBLE

Friendships Through the Years

There is no one who loves friends more han I do. I spend a great deal of my ime thinking about those here, yonder and verywhere who have proved their friend- hip in so many ways year in and year out. wish I could see such friends oftener— hat I could be with those who were in the School of Pharmacy the first year I began pecking a typewriter" in old Person Hall nd likewise those who have followed them lown through the years to the recent gradu- tes of a few months ago. I often wish I ould enjoy a long chat with first this one nd that "in the good old way," or have a ard fought game of bridge with those who sed to drop down home for an evening always looked forward to, or to run down o Pinehurst for a polo match, or to Dur- am for the movies, or somewhere else along he trail where excitement called. I would ike also to be with many other friends mong the pharmacists who have not been nder "my chaperonage" as Secretary of the chool of Pharmacy. Three of these "com- ades" I knew long before I ever thought of ecoming a business woman and one of them akes delight to this day in joking me about ıy gay and giddy days. I can truthfully ay too that he is just as delightful a per- on now as he was in the days when he was ıe toast of the campus. The second is my oss—nuf sed! Here's to him! And the ird is still the greatest ladiesman in the tate. (Guess who!) I could not write nything about friendship without mention- ıg that fine friend, Dr. E. V. Zoeller. He an never even guess how I treasure his indness and goodness.

My friends have meant more and more o me as the years go by. Tonight as the d year draws to a close I am thinking articularly of these associates and as I feel ke "gossiping with them" I am going to se part of the space regularly allotted to e and just talk!

Don't You Just Love Christmas?

I can say from the bottom of my heart at each year Christmas means more and ore to me. I just love the Yuletide season ıd nothing gives me more joy than to deck e house with holly; to trim the tree with ıy tinsel and many candles; and to ob- rve all those customs that make up an old-fashioned Christmas! But the greatest joy of all comes from the greetings I receive from my friends. It is not exaggeration when I say that I know all the cards I received by heart and I wish to thank you one and all for thinking of me. My Christ- mas breakfast was wonderful—in the dining room was a piece of mistletoe that weighed almost twenty pounds and which was sent to me by a pharmacist who knows the joy I get from the Yuletide season. A beauti- ful poinsetta on the table was a gift of the women students of pharmacy at the Uni- versity, and the oranges, grape fruit, sau- sage, etc., were provided by pharmaceutical friends. Several telegrams came in while we were eating—in fact the whole day was filled with lovely surprises. Again I thank you one and all for your gifts, for your telegrams, and for your beautiful cards. President Gattis' card couldn't help but make you feel Christmas in your bones with its gay Santa Claus shouting, "hello." The photograph of Jim and "Mrs. Jim" Bowers with their attractive family around the Christmas table did your heart good and made you wish anew that the Bowers did not live so far away. I must acknowledge too the greeting from one of my youngest friends, David Davis, Jr., of Williamston, who has more pharmaceutical ancestors than anybody in the State. He is a handsome young man and his card was a photograph of himself, gayly smiling, as he threw a snowball and shouted "Merry Christmas" for himself and his nice mother and father. Then we must mention our friends who are in Uncle Sam's service. An airplane "zooming" through the sky brought the greetings of C. V. Timberlake and Marion Hamer who are now in training at Pensa- cola as aviators and will soon be commis- sioned as ensigns. R. H. Wilkins, who has been with the Marines for several years and whom I haven't heard from in months, writes from Scott Field, Illinois, that he is "at present an instructor in electricity at the Air Corps Technical School."

And so I could write on and on about these friends but I dare not take more space so I will say good-night and

"We hope you had a Christmas
Bright with cheer and pleasure,
And may the New Year hold
More joy than you can measure."

Students Make Honor Roll

The following students of pharmacy at the State University made the honor roll at the end of the Fall Quarter: **Misses Anna Dean Burks, Rose Stacy,** and **Elizabeth Weaver,** all of Chapel Hill; **A. N. Costner** and **R. A. Kiser,** of Lincolnton; **S. N. Dulin,** of Elizabeth City; **B. D. Kerr,** of Mooresville; **L. A. Lorek,** of Castle Hayne; **B. O. Lockhart,** of Saltville, Va.; **A. M. Mattocks,** of Greensboro; **W. K. Minnick,** of Wyndale, Va.; **S. M. Sessoms,** of Roseboro; **J. L. Trotter,** of Pilot Mountain; and **H. P. Underwood,** of Fayetteville. Mr. Lockhart led the School, making the highest possible grade—"A"—on each subject.

Officers-elect of the A. Ph. A.

The Board of Canvassers of the American Pharmaceutical Association, composed of **A. F. Marquier,** Chairman, **Robt. W. Rodman** and **George C. Schicks,** all of Newark, N. J., have announced as the result of the mail ballot for the officers of the Association, the election of the following for the year 1940-41: President, **Charles H. Evans,** of Warrenton, Ga.; Vice-Presidents, **H. A. K. Whitney,** of Ann Arbor, Mich., and **Henry Gregg, Jr.,** of Minneapolis, Minn.; and Members of the Council: **F. J. Cermak,** Cleveland, Ohio; **H. A. B. Dunning,** of Baltimore, and **C. B. Jordan,** of Lafayette, Indiana. These officers will be installed at the next annual meeting of the Association, which will be held in Richmond, Va., the time to be announced later.

Marriages

Mrs. Frank Brumley, of Gastonia, has announced the marriage of her daughter, Hazel, to **Herbert Otis Champion,** of Waynesville, at the home of the bride on Oct. 19. Mr. Champion is originally from Mooresboro and graduated in pharmacy at the State University in 1923. He was formerly with drug stores in Shelby and Gastonia, but has been connected with Smith's Drug Store in Waynesville since the early part of 1936. Mrs. Champion has been associated with the Smith Drug Co., of Gastonia for some time.

Births

Mr. and Mrs. **D. P. Robinson** are the very proud parents of a son, D. P., Jr., which was born on Nov. 7 and weighed 6 3-4 pounds. Pharmacist Robinson is associated with the Lyon Drug Co., of Oxford. Our congratulations!

Deaths

News has just reached us of the sudden death of **E. P. Gilkey,** which occurred at his home in Asheville on Nov. 15. Mr. Gilkey was for many years connected with Raysor's Drug Store in Asheville, retiring in 1925. He was a great friend of the Managing Editor of this JOURNAL and at the time of his retirement an editorial, under the caption, "Gone: A Friend," was carried in our pages paying tribute to him as a most capable salesman and a splendid friend.

Eugene Pope Purcell, formerly of Reidsville and Waynesville but for twenty-three years a resident of St. Petersburg, Fla., and its vicinity, died at his home on Nov. 14. He conducted a drug store in Tampa and was a past president of the Florida Pharmaceutical Association. He was licensed as a pharmacist in 1893 and was seventy-one years old. He was a brother of **Sam Purcell,** of Salisbury, and his son, Woodson, a one time studied pharmacy at the State University in this State.

We have just learned of the death of **William Yarborough Minor,** aged 55, a member of an old Richmond family, who died on the night of Dec. 17 at a Richmond hospital after an illness of about two weeks as a result of heart ailment. He was secretary and treasurer of the Owens and Minor Drug Co., his father being a founder of the drug firm. He traveled for the company in this State about twenty-five years ago in territory from Raleigh to Salisbury, and was well known to many druggists in this State.

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION
AT CHAPEL HILL, N. C.
J. G. BEARD, MANAGING EDITOR
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Vol. XXI — FEBRUARY, 1940 — No. 2

Officers of the North Carolina Pharmaceutical Association for 1939-40

President, also Chairman of Executive Committee....Phil D. Gattis, Raleigh
Secretary-Treasurer....J. G. Beard, Chapel Hill
Local Secretary....R. P. Lyon, Charlotte
Chairman of the Legislative Committee....Paul H. Thompson, Fairmont
Secretary-Treasurer N. C. Board of Pharmacy....F. W. Hancock, Oxford
Chairman of the Fair Trade Committee....C. C. Fordham, Jr., Greensboro
General Counsel, also Executive Secretary Fair Trade Committee....F. O. Bowman, Chapel Hill

What About Barbiturates?

A critical question in the minds of druggists at this time concerns the effect upon e sale of barbituric acid compounds of the new food and drug act. Does the state law Section 15k refer to the acid alone or does it include all of its preparations, compounds derivatives? May they be sold only on prescription, and if so, may the prescription gally be refilled? These and several other questions pertaining to the N. C. Food, rug and Cosmetic Act of 1939 are bothering pharmacists.

At the time of going to press the editor is not able to furnish any reliable information out the hypnotic section of the law. In a short time, however, the Department of griculture will formulate definitions and promulgate certain regulations covering these estions and will circularize the druggists of the State with the rules. In the meanwhile suggest that druggists use good judgment in the disposal of barbiturates, selling none large quantities without a prescription. A N. C. law still on the statute books permits e sale of no more than twelve therapeutic doses of hypnotics at any one time without prescription. Let us not violate this law.

While there is doubt about the sale of barbituric acid, there is not any doubt about lfanilamide, amidopyrin, cinchophen and neocinchophen. These can be sold only upon iginal prescriptions.

The Association is alive to its responsibility in connection with the new food and ug act. Its officers are anxious to secure and publish any and all information about e law at the earliest possible moment.

Mr. Reamer Visits Us

(Mr. I. T. Reamer, whose article appears below, is Chief Pharmacist at the Duke ospital, in Durham. Prior to his joining the Duke staff he held a similar position at hns Hopkins, in Baltimore. We are glad to have this brief visit from Mr. Reamer. Ed.)

"To the Editor:

"I am accepting the invitation which has been granted to me by way of the cover ge of the January, 1940, issue of the CAROLINA JOURNAL OF PHARMACY for a contribun to your very excellent Journal.

"First let me tell you of the pleasure and enjoyment which have been mine since I st moved to your very attractive state almost ten years ago. Pharmacy is my first love d I have received splendid co-operation from everyone in the things which I have tempted to do here. Really I did not begin to enjoy my work half so much until I ined the North Carolina Pharmaceutical Association and began taking an active terest in the Association. I have more or less taken root in the Section on Practical harmacy and Dispensing where most of my activity has been confined. Presenting pers in this Section twice and this year for the third time acting as Chairman of the ction has been a very rich experience for me. But to get on with my story. I travel great deal and quite often in pharmaceutical gatherings the discussion of standards in harmacy becomes interesting subject matter for conversation. The first thought which mes to my mind on such occasions is that we allow men and women to become registered pharmacists in this state who have never had the benefit of one day's instruction in a

school of pharmacy. These people have all the rights and privileges of the men women who spend four of the best years of their life attending a school of pharm at a cost of several thousands of dollars either of their own hard-earned money or tha their parents. The question which I raise is this—When and how are we going to p stop to this irrational procedure?"

Financial Condition of the Journal

In accordance with custom the books of the Managing Editor of the JOURNAL for year 1939 were audited by a Certified Public Accountant and his report follows:

Durham, N. C.,
January 11, 1940.

Mr. J. G. Beard, *Managing Editor*,
THE CAROLINA JOURNAL OF PHARMACY,
Chapel Hill, N. C.

Sir:

Pursuant to engagement I have examined the accounts of

THE CAROLINA JOURNAL OF PHARMACY

and submit herewith the following described schedules:

Cash Receipts and Disbursements
Statement of Assets and Liabilities.

The balance on deposit with the Bank of Chapel Hill was confirmed to me by depository. The bonds were examined by me. The accounts receivable are stated shown on the records without confirmation. All doubtful accounts were written off.

The books show no liabilities.

In my opinion this statement represents the true financial conditions of THE CAROL JOURNAL OF PHARMACY.

Respectfully submitted,
L. DER. MACMILLAN,
Certified Public Accountant.

STATEMENT OF CASH RECEIPTS AND DISBURSEMENTS

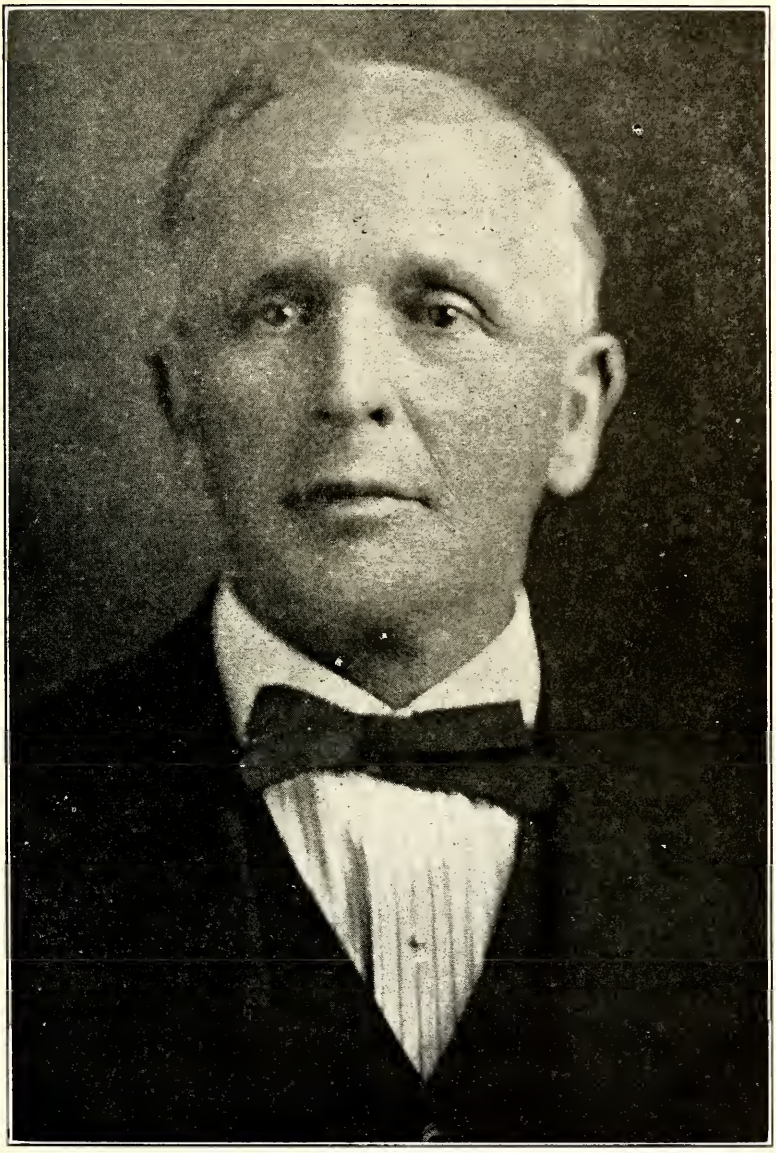
FOR THE YEAR ENDING DECEMBER 31, 1939

RECEIPTS:		
Advertising Revenue	$2,287.71	
Board of Pharmacy—Annual Report	100.80	
Subscriptions	73.00	
Total Receipts		$2,46
DISBURSEMENTS:		
Printing—12 issues	$1,588.10	
Salaries—3 Editors	800.00	
Mailing Journal	37.80	
Office Supplies	26.87	
Audit	10.00	
Miscellaneous	5.76	
Total Disbursements		$2,46
Excess of Disbursements over Receipts		—7
Balance on Hand First of Year		484
Balance on Deposit End of Year		$ 477

STATEMENT OF ASSETS AND LIABILITIES

DECEMBER 31, 1939

ASSETS:	
Cash on Deposit	$ 477
U. S. Savings Bonds—Cash Surrender Value	285
Accounts Receivable	132
Total Assets	$ 895
LIABILITIES	NO



THOMAS RUFFIN HOOD, of Smithfield
Born September 29, 1857—Died January 16, 1940
Charter Member and Twenty-Sixth President of the North Carolina Pharmaceutical Association

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

ADDITIONAL FAIR TRADE MANUFACTURERS

Otis E. Glidden & Co., Inc.
The Kaz Manufacturing Co., Inc.
Pinlex Incorporated
The Pioneer Rubber Co.
Allen B. Wrisley Distributing Co.

Total 259

CONTRIBUTORS TO FAIR TRADE COMMITTEE

Asheboro
Asheboro Drug Co.

Asheville
Cline's Drug Store
Goode's Drug Store

Belmont
Robinson's Drug Store

Chapel Hill
Eubanks Drug Co.

Charlotte
Sterling Drug Co.
T. A. Walker, Inc.

Clayton
Beddingfield Brothers

Cliffside
Mills Drug Co.

Cooleemee
Cooleemee Drug Co.

Concord
Porter Drug Co., Inc.

Cramerton
Cramerton Drug Co.

Durham
Durham Drug Co.
Montague's Pharmacy

Elkin
Elk Pharmacy
Turner Drug Co.

Fairmont
Fairmont Drug Co.

Fayetteville
H. R. Horne & Sons

Forest City
People's Drug Store

Graham
Wrike Drug Co.

Greensboro
Asheboro St. Pharmacy
C. C. Fordham Drug Store
McDuffie-Eubanks Drug Co.

Henderson
Kerner Drug Co.

Hickory
Hickory Drug Co.

Lexington
Lexington Drug Co.
Peoples Drug Store
City Drug Company, Inc.

Lincolnton
Lawing & Costner

Marshville
Guion's Drug Store

Monroe
Secrest Drug Co., Inc.

Morganton
Spake Pharmacy

Mount Airy
Hollingsworth Drug Co.
Hollingsworth Pharmacy

Mt. Pleasant
A. W. Moose Co.

New Bern
Duffy's Drug Store

Newland
Bear Trail Drug Store

North Wilkesboro
Red Cross Pharmacy

Oxford
Hall's Drug Store
Lyon Drug Co.

Pinehurst
Carolina Pharmacy

Ramseur
Ramseur Pharmacy, In

Reidsville
Gardner Drug Co.

Salisbury
Carter & Trotter
Innes Street Drug Co.

Shelby
Julius A. Suttle

Wendell
W. R. Nowell Drug St

Wilson
Wilson Drug Co., Inc.

Winston-Salem
Bobbit Drug Co., Inc.
E. W. O'Hanlon, Inc.
Summit Street Pharma

ew Food, Drug and Cosmetic Act

etail druggists are, perhaps, more inter-d in obtaining accurate and definite in-nation concerning their status with re-t to the new Food, Drug and Cosmetic than they have been in any other ques- that has arisen in a long time. Cer-ly, this office has been besieged with e inquiries and requests as to how the law affects them than has been the case any law enacted heretofore.

the main, these inquiries have had to with the sale by retail druggists of bar-rates. Unfortunately, it has not only impossible, but still is, for the writer furnish this information, for the reason the officials who are charged with the orcement of the Act have not promul-d even tentative regulations covering particular phase of the new law.

entative regulations dealing with the r provisions of the drug law have been ared and agreed upon by the Federal d and Drug Administration in Washing-and our State Officials in Raleigh. The tion involving regulations dealing with biturates is now under consideration and eing studied further by the two govern-tal agencies, referred to. It is reason-to expect that the matter of barbitu-s will be ironed out and regulations de-d upon with respect thereto before a t while. When this has been done and full tentative regulations have been ed upon by the officials, a date for a ing must be set and the hearing must eld before they are finally adopted and nulgated. Representatives of the Board Pharmacy and, also, Members of the cutive Committee of the Association, are giving the entire proposition care-study and thorough consideration will resent and ask for such changes as they necessary to make the law workable its administration reasonable.

this connection, "regulations so pro-gated shall become effective on a date by the Board of Agriculture, which shall not be prior to ninety days after romulgation."

ow, aside from the question of barbi-tes, admittedly unsettled for the time g, we are able to furnish you what is believed to be definite information in connection with other drugs under the law, based upon rulings of the United States Food and Drug Administration and covered by our State Law.

(1) (a) Aminopyrine, Cinchophen, Neocinchophen, Sulfanilamide and their derivatives are dangerous drugs, and may be sold only under prescription of a physician, which may not be refilled. "These drugs will be considered misbranded unless they are so labeled as to prevent their use under other conditions."

(b) Dinitrophenol and Dinitrocresol may not be sold even under a physician's prescription. "Any product containing these chemicals, designed for human use is considered misbranded and may not be sold."

(2) Barbiturates. Regulation governing barbiturates pendiug further study and investigation. Status of same will not be determined until additional information is compiled and the study completed.

No action will be takeu in counection with the sale of barbiturates until regulation governing same is promulgated and notice given.

One of the difficulties facing the officials is the apparent conflict between the provisions of Sub-sectiou (d) of Section 15 and Sub-section (k). Under Sub-section (d) a drug shall be deemed misbranded:

> "If it is for use by man and coutains auy quantity of the narcotic or hypnotic substance alphaeucaine, barbituric acid, betaeucaine, bromal, cannabis, carbromal, chloral, coca, cocaine, codeine, heroin, marihuana, morphine, opium, paraldehyde, peyote, or sulphonmethane; or any chemical derivative of such substance, which derivative has been by the board after investigatiou, found to be, aud by regulations under this Act, designated as, habit formiug; unless its label bears the name and quantity or proportion of such substance or derivative aud in juxtaposition therewith the statement "Warning—May be habit forming."

Under Sub-section (k) a drug shall be deemed to be misbranded:

> "If it is a drug sold at retail for use by man and contains any quantity of

(Continued on Page 22)

I LIKE TO TALK

By Alice Noble

I had such a good time "talking" last month that I have been allowed to use part of my space again to discuss some of the things that are on my mind!

We Hate To Give You Up!

Last month we carried notice of the death of W. Y. Minor, secretary-treasurer of the Owens and Minor Drug Co. Shortly thereafter we learned that C. M. Knox, president of the firm, had been stricken with paralysis and is still quite ill. Today Jim Bowers, vice-president of the Company, writes that these two misfortunes will necessitate his presence in the office continuously and he has had to give up his traveling in N. C. Continuing he says: "I do love the Old North State and all the many friends I have made there in the more than thirty-six years that I have traveled. I do not believe that anywhere on earth there are any better people than in North Carolina—and especially in eastern N. C. . . . I am going to look forward each month to reading the CAROLINA JOURNAL OF PHARMACY and to seeing you all in Charlotte at the convention." Now we ask you, how on earth are Jim's friends going to get along without his visits? He not only supplies their pharmaceutical needs, but he is their friend in every sense of the word.

Right on the heels of the above announcement we learn through a reporter that Col. W. A. Brame is retiring after twenty-eight years of service as representative for Sharp and Dohme in eastern North Carolina. Writing of him in the August, 1939, JOURNAL, the Managing Editor praised his attitude toward his work and his profession, as well as characterized him "as the friend of all who know him and as the enemy of no man with whom he has had dealings."

We sympathize with eastern Carolina druggists in the loss of the friendly visits from such men as Jim Bowers and Col. Brame and we do hope we will have the pleasure of seeing both of them at the convention! (Jim, be sure to bring the "Mrs." with you!)

Association Founder Praised

Have you read the *Tar Heel Editor?* We feel sure that you will enjoy this autobiography of Josephus Daniels. The book is filled with interesting stories about people you know. There is a most interesting section devoted to Edward Morse Nadal, of Wilson, the founder of the N. C. P. A. Mr. Daniels knew him intimately first as the close friend of his family, then as his teacher of history and arithmetic at the Wilson C legiate Institute, and most important of as the boy clerk in Mr. Nadal's drug sto The author mentions with pride his o honorary membership in the N. C. P. A. a asserts he "mailed the letters the Wils druggist sent out to fellow pharmacists p ing the way for their organization." Ir dentally these notices were sent out alm on the Ambassador's birthday. They w dated May 17 and Mr. Daniels' birthday May 18!

We Make an Announcement with Pride

For many years we have been collect biographical data concerning the Asso tion's members and officers. Quite a f of our readers remember that at the H Point meeting a large number of sli were shown of our officers and those of T. M. A., the Woman's Auxiliary, and Board of Pharmacy. Only a few photogra were missing of these "men of mark." day we can proudly announce that the n sing slides have been secured and we lieve we now have a collection of phar ceutical interest and value second to n in the Union.

Kappa Epsilon Goes National

Elsewhere we are giving an account the establishment at the State University a chapter of Kappa Epsilon, national so and professional sorority of women stude of pharmacy. Now I ask you of yes years if you ever dreamed "such thi could be"—that is, if you ever thought men students would register in the Sch of Pharmacy in such numbers that th would be a definite place for a woma pharmaceutical sorority? And let me you also, they are a fine group of girls!

President Gattis and I Agree on the Weather

For many a year I have always conten that every day in the world is a fine da "it matters not which way the wind d blow." If the day is fair there are so m things to enjoy it seems silly to list th while if it is cloudy or there is rain or sl there is so much pleasure in one's home t the day is not long enough to do all things that loom up. Yesterday Presid Gattis was in the office and he went me better—he says today is not only a fine because it is today but also because one take satisfaction in all the things that h pened the day before. That's what call fine philosophy!

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*
Official Reporters
J. K. CIVIL, Charlotte
N. B. MOURY, Greensboro
J. F. GOODRICH, Durham
R. A. MCDUFFIE, Greensboro
P. J. SUTTLEMYRE, Hickory

General News Items

I. C. **Champion,** formerly with the Yadville Drug Co., of Yadkinville, is now ociated with the Pitt Drug Co., of Green-e, succeeding **Lewis S. Harrison,** who has pted a position with the Standard Drug of Kinston.

reporter tells us that he was in Fremont other day and had the pleasure of see- a lovely new brick home **W. Y. Whitley,** prietor of the Whitley Drug Co., is build- It is located on Main St.

he N. A. R. D. has chosen New York its convention city for 1940. The selec- was made at a meeting of the Execu- Committee in Chicago recently. We erstand that this is the first time the anization has met in New York.

riends will be interested to learn that **S. Curry,** originally of Lexington but e recently of the Standard Drug Co., of ston, has entered the School of Medi- of the University of Tennessee in mphis. His wife is with him in Tennes- and will be connected with the Baptist morial Hospital in Memphis. Mrs. ry is a graduate of the Memorial Gen- Hospital School of Nursing, of Kin-n, and since completing her course has on the nursing staff at the hospital.

he Edwards Drug Co., of Raleigh, cele-ted Christmas by moving back to the on which it began its seventeen years service to the people of the Capital City 1923. Re-occupancy of the Hillsboro St.-nwood Ave. corner was marked by the allation of the latest drug and sundry chandising equipment. For the past eral years the firm has occupied a store eral doors removed from its original loca-n. **O. C. Edwards,** registered pharma-, is the proprietor of the store, and he is assisted in the prescription department by **J. M. Buffaloe,** pharmacist.

M. C. Savage, formerly with the Andrews Drug Co., of Rocky Mount, is now associated with the prescription department of the Saunders Drug Store in the same city.

W. A. Clark, originally of Fayetteville, but for many years proprietor of a Winston-Salem drug store, accepted a position with the Erb Drug Co., of Lynchburg, Va., on Dec. 1st.

R. C. Harville, of Thomasville, is now making his home in Kings Mountain, and is connected with the Griffin Drug Co.

D. B. Seitter and **Edward C. Craft, Jr.,** have purchased Jarman's Pharmacy, located at 16th and Market Sts., Wilmington, from the estate of the late **J. F. Jarman.** Mr. Seitter has been manager of the pharmacy for the past seventeen years. **J. B. Nelson,** originally of Randleman, is in charge of the prescription department.

Elaborate plans are being perfected for a testimonial dinner at the Atlanta Biltmore Hotel on the evening of March 5 honoring **Charles H. Evans,** prominent retail druggist and citizen of Warrenton, Ga., recently elected president of the American Pharmaceutical Association. A great assembly of Georgia druggists and their wives with distinguished visitors from other states, including officers of the national association, will be present for the affair. Mr. Evans is the third Georgia man to be honored with the presidency of the A. Ph. A.

We understand that **J. H. Pearce,** formerly of Asheville, is now associated with the Bay Drug Co., of Sarasota, Fla.

At a "Christmas dinner" meeting of the Asheville Drug Club the following officers were elected for the coming year: *President,* **R. J. Johnson;** *Vice-President,* **Q. T. Bilbro;** *Secretary-Treasurer,* **H. E. Phillips;**

and *Members of the Executive Committee:* **W. L. Bühman, Moss Salley, L. B. Mullen,** and **B. L. Pinner.** At this meeting the club were guests of **Gary Hughes,** Asheville manager of Southern Dairies.

The JOURNAL extends sympathy to **John Colwell,** of Wilmington, in the death of his mother.

We congratulate **J. A. Suttle,** of Shelby, on his completion of thirty-seven years service as the proprietor of a drug store. Mr. Suttle celebrated the event by a complete remodeling of his pharmacy. The expression "everything new except the location" describes the physical change in the store, but in announcing the formal re-opening the proprietor asserts "as times change, Suttle's changes . . . but only in progress and appearance. One thing, however, will never change — Suttle's 37-year-old policy of Quality, Service, Low Prices and Fair Dealing." A reporter described the pharmacy as follows: "It's a blonde beauty—completely streamlined with natural color prima vera wood fixtures, re-decorated walls and ceiling, in striking contrast with a modern checkered floor of asphalt tile. Handsome lighting fixtures, of the approved semi-indirect type, supply a glowing flood of illumination for the entire length of the store. On the opening day refreshments were served and prizes awarded."

We understand that a new drug store opened for business in Siler City late in the year under the name of the Bell-Edwards Drug Co. The pharmacy is under the management of **L. R. Bell,** formerly with the Walgreen Drug Co., of Raleigh, and **W. S. Edwards,** who has been the proprietor of Edwards Drug Store in Siler City. The new pharmacy is located at the site of the Edwards store.

We read with interest and pleasure a tribute to **E. E. Missildine,** of Tryon, in the January number of the *Southeastern Drug Journal.* The publication further honors the Tar Heel druggist by carrying a picture of him on the front cover page. Mr. Missildine is a Life Member of the N. C. P. A. and served as president of the organization 1920-21.

Friends will regret to hear that **J. D. Johnson,** brother of the Asheville druggist, **R. J. Johnson,** was seriously injured on Jan. 3rd when he was struck by an automobile as he attempted to cross the street in front of Bühmann's Drug Store. Mr. Johnson is confined to the Biltmore Hospital with a broken leg, lacerated kidney, and other ailments.

Alfred N. Martin, proprietor of the Rosemary Drug Co., of Roanoke Rapids, recently had a delightful motor trip to Florida. He was accompanied by his wife and children. The party enjoyed four days at Miami and came back leisurely up the west coast to Tampa, St. Petersburg, the Bok Tower, Orlando, Silver Springs, etc. After basking in the Florida sunshine for several days it was quite a shock to arrive home in a snowstorm!

G. C. Hartis has returned to North Carolina after attending a sales meeting of Parke, Davis and Co. in Detroit.

Alex Templeton, star of the new Monday night radio program sponsored by Miles Laboratories, has just been selected "the year's outstanding new radio star in a poll by the New York *World-Telegram* of radio editors in the United States and Canada.

Dr. Justin L. Powers, of Ann Arbor, Michigan, was elected Chairman of the Committee on National Formulary and Director of the A. Ph. A. Laboratory by the Council of the Association at its semi-annual meeting in Washington late in the year upon the recommendation of a committee appointed at the Atlanta meeting to select a candidate for the position. He succeeds **Dr. E. N. Gathercoal,** who has been Chairman of the N. F. Committee since 1929 and Director of the Laboratory since it was established in 1935, and who requested to be relieved when the other members of the Committee on N. F. were elected last August. He will continue in an advisory capacity until after the A. Ph. A. meeting in Richmond, in May. Dr. Powers will give his full time to the position and will have his headquarters in the American Institute of Pharmacy in Washington after March 1, 1940.

Public scientific conferences preceding the U. S. Pharmacopoeial Convention will be held at the Willard Hotel in Washington on May 13.

Harold S. Feldman, B.S., 1939 honor stu-ent and graduate at the Massachusetts Col-ge of Pharmacy, has been appointed Na-onal Formulary Fellow in Pharmacognosy or the session of 1939-1940, under a re-earch grant from the A. Ph. A. The first rug to be taken up for study is Chionan-hus. It is expected that studies will be ade on other drugs during the college ses-on.

E. E. Gardner, of Charlotte, and **I. O. Vilkerson,** of Greensboro, have applied for embership in the State Association. They re connected with the Liggett Drug Stores n their respective cities. **O. W. McFalls,** f Pomona, has also filed his application for embership.

Elsewhere mention is made that **Jim owers** has given up traveling over eastern orth Carolina. His son, **Gamble Bowers,** ill take over his territory, and **R. E. uneycutt,** a young man "who has been aised with Owens and Minor," will take ver the work of the younger Mr. Bowers.

We understand that **Wendell Tyson,** for-erly with the Hicks Drug Co., of Rocky Iount, succeeds **Col. W. A. Brame,** who ecently resigned as representative for Sharp nd Dohme.

Friends will regret to learn that **Shelton rown,** of the Brown Drug Co., of Golds-oro, has been quite ill with pneumonia.

Tart and West is the new style of a drug tore firm in Roseboro, **D. W. Tart** having aken into partnership his nephew, **W. L. Vest.** The pharmacy formerly was under ne name of Mr. Tart. Mr. West has been onnected with the store for a number of ears.

Kappa Epsilon Receives Charter

Kappa Epsilon society, an organization f young women students of pharmacy at ne State University, became a member of ne national pharmaceutical sorority when was presented with a charter at cere-onies on the University campus, January 2-13. The society was formed at Howell Iall on April 27, 1938 "to foster a medium rough which young women enrolled in the chool might co-operate with the school fac-lty, increase professional consciousness, timulate scholarship and provide a bond of friendship." **Miss Altajane Holden,** of Bunnell, Fla., was elected president for the first year. **Miss Gertrude Horsch,** national vice-president, presided at the recent installation ceremonies and presented the charter. **Miss Anna Dean Burks,** of Chapel Hill, was installed as president with the following other officers: **Misses Elizabeth Weaver,** of Chapel Hill, *vice-president;* **Blanche Burrus,** *secretary;* **Jessie Lee Smith,** of Robbinsville, *treasurer;* and **Altajane Holden,** *member-at-large.* Other members of the sorority who were initiated are: **Misses Ernestine Barber,** of Williamston; **Rose Stacy, Josephine Eldridge, June** and **Jean Bush,** all of Chapel Hill. Pledges will be announced shortly. Several social events were held in connection with the installation. These included a banquet at the Carolina Inn and a tea at the Graham Memorial. At the latter function University authorities, the special Faculty of the School, and representatives of the student body were guests. While in Chapel Hill Miss Horsch was the house guest of **Miss Alice Noble,** advisor of the sorority.

Council Portrait Presented

A generous donor who insists upon remaining anonymous has presented the School of Pharmacy with a well-executed oil painting of **C. T. Council,** of Durham. The portrait now hangs in the Dispensing Laboratory that was given to the School five years ago by Mr. Council. It is hoped that N. C. pharmacists visiting Chapel Hill will also visit Room 305, Howell Hall, and see the interesting picture of Mr. Council.

The Story Behind Norwich Products

Visitors to the laboratories of the Norwich Pharmacal Co. have so frequently expressed surprise about the size of the plant and the ultra-modern methods and equipment used in the production of Norwich products that officials of the company decided to publish an illustrated book which would give an idea of this up-to-date pharmaceutical laboratory. We have just had the pleasure of looking over this thirty-six page picture book with the title, "The Story Behind Your Confidence in Norwich

Products." Representatives of the firm are distributing to the trade copies of this book of over 100 photographs so that all may take a pictorial journey through the plant of the company.

Augustus Bradley Retires

Friends will be interested to hear that **Augustus Bradley,** of Burlington, having reached the retirement age, will leave his post as an inspector of the United States treasury department, effective Feb. 1st. Upon reaching the age limit as set forth in the law, retirement is compulsory. Licensed as a pharmacist in 1891 Mr. Bradley was for many years in the drug business in Burlington. He was president of the N. C. P. A. 1896-1897, having previously served as third, second, and first vice-president. He has been in the treasury service for the past twenty years and for the past ten years in the district of New York. Still as active and alert as a man many years his junior, Mr. Bradley states he has no immediate plans to engage in business.

Seized Bromo Seltzer Returned

An arrangement has been entered into between the United States Government and the Emerson Drug Co. under the terms of which goods seized under claim that they violated a provision of the new Food and Drugs Act, have been returned. The formula for Bromo-Seltzer was modified some months ago and it is believed there will be no further litigation.

Board of Pharmacy Examinations

The next examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill on June 18. Full information concerning the examinations may be obtained from Secretary-Treasurer F. W. Hancock, Oxford, N. C.

Executive Committee Meets

The second meeting of the Executive Committee of the N. C. P. A. for the year 1939-40 was held in Chapel Hill on Jan. 17 with every member present. Routine business was disposed of and the dates May 21, 22, and 23 were selected as the time for the 1940 convention. As has been announced previously, the meeting will be held in Charlotte with the Hotel Charlotte as convention headquarters. **R. P. Lyon** was selected as Local Secretary.

Last Minute News

Dr. A. G. DuMez, Dean of the School of Pharmacy of the University of Maryland, President of the American Pharmaceutical Association, and Secretary of the American Council on Pharmaceutical Education, will address the student body of the School of Pharmacy at Chapel Hill on March 29 under the auspices of Rho Chi, honorary pharmaceutical fraternity.

The management of the Graham Memorial, the Student Union at the State University, acted as host at an informal party tendered the Faculty and Students of the School of Pharmacy on the evening of Jan. 31st.

The following students of pharmacy at the State University were pledged as members of Rho Chi at special ceremonies during the chapel hour on the morning of Jan. 24: **Misses Blanche Burrus,** of Canton; **Josephine Eldridge** and **Rose Stacy,** of Chapel Hill; **R. A. Kiser,** of Lincolnton; and **W. K. Minnick,** of Wyndale, Va.

S. B. Higgins, who graduated from the State University School of Pharmacy in 1916, is now making his home at 108 Olentangy St., Columbus, Ohio, and is a salesman for the Columbus Pharmacal Co.

Marriages

Miss Ora Lee Hughes and **Cecil Harrington Fitz,** both of Reidsville, were united in marriage in a private ceremony performed in Danville, Va., on New Year's Day. The bridegroom holds the position of assistant manager of Mann's Drug Store in Reidsville, and the young couple are making their home at 215 Lawsonville Ave.

Births

Little Mary Cameron Phillips, of Morganton, who made her bow to the world on the morning of Jan. 1st, also holds the distinction of being the first Burke county baby born in the New Year. Because of this honor her parents, **Mr. and Mrs. W. P. Phillips,** will receive for her a number of valuable prizes offered by local merchants

) 1940's first baby. The gifts she is to re-ive are quite valuable and include a birth-ay cake, baby spoons, a rocking chair, $5.00 n a savings account, etc.

Deaths

It is with real sorrow that we announce ie death on Jan. 16 of **Thomas Ruffin Hood,** f Smithfield, former president of the N. . P. A. and a charter member of the or-anization who had retained his member-hip and interest in Association affairs since s founding. Mr. Hood was born in Wake ounty on Sept. 29, 1857, the son of John ogdell and Martha (Young) Hood. His ather was a prominent druggist, and many f his relatives were connected with the pro-ession. He moved to Smithfield in 1871 nd in 1873 formed a partnership with Dr. . **E. Kirkman** under the firm name of Iood and Kirkman. It was in this store hat young Mr. Hood began his long ex-erience as a pharmacist, working at first s an apprentice and by 1877 as a full-ledged pharmacist. He acquired an inter-st in the firm on Jan. 1, 1879. On Nov. 9, 1887 he joined with his brother **B. R. Iood,** and bought the drug store of Sasser, Woodall and Co., a competing firm, and hanged the store name to Hood Brothers. Since this purchase the business has con-inued under the same name and at the ame stand, having in 1891 absorbed the T. R. Hood and Co. drug store. In latter ears, however, the pharmacy has belonged o Mr. Hood's two sons, W. D. and H. C., he father having retired. For nineteen and half years he served as president of the First-Citizens Bank and Trust Co., of Smith-ield, and was a director for almost a half century. He was possibly the most active nember of the local Methodist church in its istory and was a member of the board of tewards, serving as recording secretary for ver fifty years. He was married on Feb.), 1881 to Miss Lucy Woodall, of Smithfield, who survives him as well as the two sons nentioned above and three daughters. His photograph has hung on the walls of the Howell Hall of Pharmacy at the State Uni-versity for many years and during his fu-neral this likeness was appropriately draped n mourning. **President Phil Gattis** offi-cially represented the Association at the services and many other druggists were in attendance. Hundreds of telegrams were also received from sympathizing friends.

Shortly after the death of Mr. Hood came the announcement that **Henry Thomas Hicks,** of Raleigh, had passed away early on the morning of Jan. 24. Born on March 4, 1866 near Raleigh and the son of Henry Clay and Catherine (Broughton) Hicks, this well-known pharmacist and manufacturer was educated in the private schools of Wake county, and at the Raleigh Male Academy. He was licensed as a pharmacist in 1885 having previously obtained his apprentice training under Dr. Nagle, of Hot Springs, and in the Raleigh stores of Dr. W. H. Bobbitt and Pescud Lee and Co. When he passed the Board in Nov. 1885 he continued with Pescud's Drug Store until the late "eighties" when he entered the Philadelphia College of Pharmacy. Completing the course with high honors, he worked a while for Carmichael's Pharmacy, of Asheville, but wishing to return to Raleigh he accepted a position with **Jas. McKimmon,** where he remained as prescriptionist until 1893. He then began business for himself at the east corner of Fayetteville and Morgan Sts. under the firm name of Snelling and Hicks. In this location Mr. Hicks continued in the retail drug business until Feb. 5, 1923, the firm names in the interim having been Hicks and Rogers, then Henry T. Hicks and Co., and finally Hicks-Crabtree Co. During this time other stores were added. From the time Mr. Hicks disposed of his retail stores until his death he devoted his energies to the affairs of the Capudine Chemical Co., of which he was the founder and president. "Capudine," the chief product of this concern, was first made in 1898 at the Fayetteville and Morgan St. store, but by 1904 its popularity had so increased that it was necessary to incorporate a separate company for its manufacture. Mr. Hicks was also interested in many business enterprises and belonged to several lodges and clubs. He joined the N. C. P. A. in 1897, changing his affiliation to a Life Membership in 1917. He has held many offices in the organization including that of local secretary in 1918 and president in 1902-03. He has also con-

tributed a number of interesting and instructive papers and his services have often been given in furthering legislative measures initiated by the Association. Mr. Hicks had been in bad health for some time and entered Rex Hospital a few days before his death suffering from heart and asthma trouble. He was married to Miss Ida Snelling on Jan. 6, 1892 and to her and his two sons, William S. and Harry T., as well as other relatives, the JOURNAL extends sincerest sympathy. The editors had confidently expected to use a full page cut of Mr. Hicks in this issue and were greatly disappointed to discover that the 4 x 6 electro in our files had in some manner become too marred for reproduction. The JOURNAL was already in press when the news of Mr. Hicks' death reached us and there was not enough time remaining for a new picture to be secured and a new cut to be made from it. The photograph from which the original cut was made occupies a prominent place in the corridor of the School of Pharmacy at the University of North Carolina. On the day of the funeral this picture was draped in mourning. Due to the heavy snow the roads to Raleigh were almost impassable the day of the funeral services but in spite of this fact many out-of-town druggists were in attendance. President Gattis officially represented the Association.

Norman Morrow, aged fifty-one, well-known druggist of Gastonia, died at his home in the Orthopaedic Hospital section early on the morning of January 22 following a long period of ill health. Mr. Morrow had been confined to his bed for the past six or seven weeks. Prior to that time, over a period of nearly two years, he had been intermittently at his place of business, the Loray Drug Store. His death was the result of a heart affection of long standing. Mr. Morrow was a native of Gastonia, having been born on Aug. 29, 1888. He was licensed as a pharmacist in 1909 and with the exception of short periods spent in drug stores in Darlington, Asheville, and Kings Mountain, his business life had been spent in Gastonia. For the past fourteen years he had owned and operated the Loray Drug Store, and before that had been the proprietor of the Morrow Drug Store. He is survived by his widow, who was Miss Annie Wilson, of Darlington, S. C., and a son and daughter.

NEW FOOD, DRUG AND COSMETIC ACT

(Continued from Page 15)

aminopyrine, barbituric acid, cinchophen, dinitrophenol, or sulfanilamide; unless it is sold on a written prescription signed by a member of the medical, dental or veterinary profession who is licensed by law to administer such drug, and its label bears the name and place of business of the seller, and serial number and date of such prescription, and the name of such member of the medical, dental or veterinary profession."

It appears the provisions contained in Sub-section (d) insofar as "barbituric acid" is concerned, requiring the statement "Warning—May be habit forming" may supersede the provision in Sub-section (k) which provides it may be sold only upon prescription. Whether or not this seeming discrepancy may be reconciled is yet to be determined. We shall not know until the regulation covering this particular phase of the law is worked out.

The new Food, Drug & Cosmetic Act does not repeal the Hypnotic Drugs Law, enacted by the 1931 Legislature, except insofar as there is a conflict, in which case the new law, of course, takes precedence.

A copy of the Food, Drug & Cosmetic Act was mailed from this office to every drug store in North Carolina last summer. If for any reason your copy has been misplaced, you may obtain another by writing either to us or to the Department of Agriculture, Raleigh, North Carolina.

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The Carolina Journal of Pharmacy

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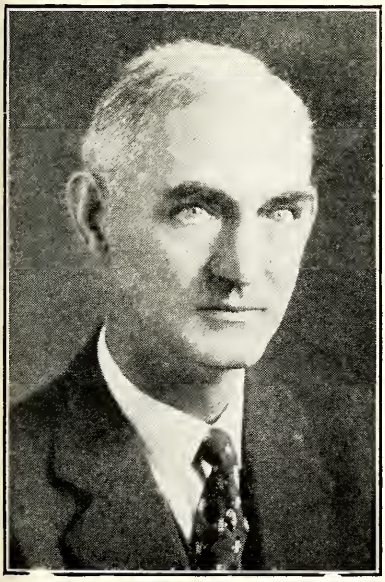
Officers of the North Carolina Pharmaceutical Association for 1939-40

President, also Chairman of Executive Committee.....Phil D. Gattis, Raleigh
Secretary-Treasurer.....J. G. Beard, Chapel Hill
Local Secretary.....R. P. Lyon, Charlotte
Chairman of the Legislative Committee.....Paul H. Thompson, Fairmont
Secretary-Treasurer N. C. Board of Pharmacy.....F. W. Hancock, Oxford
Chairman of the Fair Trade Committee.....C. C. Fordham, Jr., Greensboro
General Counsel, also Executive Secretary Fair Trade Committee.....F. O. Bowman, Chapel Hill

Important Information

The Executive Committee met February and appointed Professor Ira W. Rose as ting Secretary-Treasurer of the Associa- on and also as Acting Managing Editor the JOURNAL to replace this writer who ll be on a leave of absence from the niversity during the Spring quarter of is year. The effective date of the change March 15. All members of the Committee re present except Messrs. Ferrell and ttlemyre who expected to attend but were evented at the last moment from doing so. The April issue goes to press March 14, hence the first Journal to be published under the new management will be the Program Number for May.



IRA WINFIELD ROSE

Professor Rose has been a member of the Association continuously since 1906, the year he graduated and was licensed. He has missed only three meetings since he affiliated with the organization. It is safe to say that the organization does not have a member more devoted to its cause or more loyal in its support. He served as president during the year 1921-22. From 1909-1918 and from 1920-1933 he was a member of the N. C. Board of Pharmacy. Since 1932 he has been Professor of Practical Pharmacy at the State University being in charge of the courses in Dispensing, etc.—J. G. Beard.

Help Re-elect Durham

Shortly now the voters in the Sixth District of North Carolina will determine who will represent them in the next Congress. Every county in the District has a nominee seeking the office. In the group, as readers know, is the present incumbent, Hon. Carl T. Durham. He must be re-elected. Not just because he is a pharmacist but because he has proved that he is a good man to have in Washington these days.

We pharmacists often speak of how powerful we could be politically if we ever set our hand to it. This is because we are in contact with so many people and have such fine opportunities to suggest the cause or the candidate that we may endorse. It is high time, however, that the pharmacists of the Sixth District begin using their political influence if they want

Mr. Durham to be re-elected. It is dangerous to assume that he will be returned without help, because he has strong opposition. May we urge every registered pharmacist in the district to constitute himself a committee of one and begin working for Durham votes in the May Primary.

Rubbing Alcohol Sales

The Legal Section carries a full description of the new regulations governing the sales of rubbing alcohol compounds. We regret that the official news did not "break" in time for us to publish it last month.

The significance of the ruling that allows pharmacists only to sell rubbing alcohol is to be found mainly in the illicit traffic in this product that has been going on through other channels of trade. This is a trust but like many privileges it carries a definite responsibility. Pharmacists, we believe, will measure up to this trust intelligently and conscientiously.

It has not been uncommon to find rubbing alcohol being sold at six cents a pint in this State. Why anybody should have supposed that legitimate sales in number could be made for this price is beyond understanding. There will be no more six-cent alcohol. And certain "gyp" concerns will have to look for another racket after this.

A. Ph. A. Issue New Journal

A new and needed pharmaceutical publication has just made its appearance. It is called the *Practical Pharmacy Edition* of the *Journal of the American Pharmaceutical Association.* Edited by Dr. E. F. Kelly, Secretary of the A. Ph. A., it is expected that the new journal will appeal strongly to practical pharmacists. For the year 1940 the publication will be mailed without subscription cost to all of the dues-paid members of state pharmaceutical associations. A list of the dues-paid members in the N. C. P. A. has been sent to Dr. Kelly. If you do not receive your copy and yet have paid your dues, please advise this office and the error will be corrected.

The average pharmacist receives without the asking a host of free literature. Some of it is good but too much is just straight trash. All of us need to subscribe to and read about three periodicals if we are t keep abreast of pharmaceutical develo ments. The time spent in reading goo literature is productive time. However, t average pharmacist referred to—accordin to studies made of him—does not do muc reading in his own field. He is "too busy. (We often think that the measure of man's ability is determined by the numbe of things he does that other men are "to busy" to do.) To those who want to rea and to those who should read we recommen Vol. I. Number 1, of the *Practical Pharmac Edition.* Here are the titles of a few o the articles found in the beginning issue:

1. The Human Side of Reciprocity.
2. A Guide to the Pricing of Prescri tions.
3. Memorandum on Label Warning State ments.
4. Accredited Colleges of Pharmacy.
5. Continuation Study for Pharmacist Under the Dean Act.
6. Spring Clean-Up Campaign.
7. Food and Drug Administration Repor
8. National Dental Program.
9. Medical Service Plans and the Phar macist.
10. "In the News."

Some Drugs Come High

A drug store recently reported to us tha it had been refilling one prescription on a average of every thirty to sixty days sinc 1930 at a price of $22. This is an extrem example of the cost of some drugs, of cours but nevertheless it worries druggists wh have to charge very high prices for som of the expensive products now being pu upon the market. We wish that doctors wh prescribe such costly medicaments would sa to their patients: "This is an expensiv remedy," in order to forewarn and prepar the purchaser for prices that he would other wise think of as excessive.

Position Wanted

Wanted: A graduate registered pharma cist in late twenties and married wants em ployment in a drug store in which he ca gradually purchase an interest and buy th entire store eventually. Address, "Eventua Purchaser," care *Carolina Journal of Phar macy.*

avors Limiting Sale of Barbiturates to Prescriptions

We received a letter recently that is typi-l of the thoughts of those druggists who pose the sale of hypnotics except under rict control. Not all druggists agree, how-er, with all of the positions taken in the tter below. We will gladly publish other tters on the subject.

the Editor:

"I have just been shown your editorial in e February JOURNAL which states that ere is doubt about the sale of Barbituric cid and its derivatives without a prescrip-on. I am writing this letter to urge you use your best influence to have the De-rtment include it in all its forms in the w. I am sure that if you could see, as I ve seen, some of the terrible things this ug and its derivatives have done here in r own city you would do what you can have it barred except on prescription. is a rare thing that a doctor gives a tient any of these barbiturates that the tient does not continue to take them and adually in greater quantities until often-nes their lives are ruined, their homes are ined, and their whole moral character is oken down.

"I urged the local Medical Society to go fore the Legislature last time and have gislation passed to stop it and they prom-ed me they would but did nothing about It is a disgraceful situation and no sponsible druggists wants it this way. r local druggists at my urgent request ve already agreed to place it under the n and for some time we have not sold it cept on prescription. The state law al-wing 12 doses to a person means abso-tely nothing. Customers can come in here d buy 12, and then go to every other re in town and buy 12. That's a joke d we all know it. I just want to say at while the State Department of Agri-lture has the opportunity I would like to e them urged to put all barbiturates under escriptions only. I believe after care-lly reading the law that it will hold up Court and while the druggists are recep-e to this interpretation and many of em have already accepted it, then why t try it anyway! I don't believe anyone ll even contest it."

Equipment Requirement for Registration of Drug Stores

Reported by H. C. McAllister

At the November meeting of the Board of Pharmacy, certain measures regarding the registration of new drug stores were found desirable in order to further protect the public health and welfare. It has been found that a large number of stores and especially new stores, at the time of opening, were sadly lacking in technical equipment. It was felt that this absence of necessary equipment constituted a potential danger to the public health and, therefore, deserved some remedy.

The matter of technical equipment requirements is not a new thing since some states already demand that the store inventory contains a minimum list of equipment before it is registered. Also it is apparent from the statutes that those who wrote our laws anticipated some such conditions as we have at present with regard to the registration of new drug stores since the law states —"the fee for such registration, whether original or annual, shall be one dollar, and upon payment thereof the Board of Pharmacy shall issue a permit to applicant entitled to receive same." It is very reasonable that in order to be entitled to receive a permit the store must be properly equipped to carry on the practices for which the permit grants the privilege. Therefore, when the Board makes these requirements for technical equipment it is only exercising the authority granted it by law to protect properly the public in the distribution of medication.

At present no definite list of required equipment has been adopted. However, the application for the registration of a new drug store provides for such. Those who contemplate the opening of stores in the future will be interested to note that the following appears in the application form:

"I hereby agree that if the Board of Pharmacy will register the said drug store and issue to me a permit that the management of the store will be conducted in strict compliance with the North Carolina Pharmacy Law.

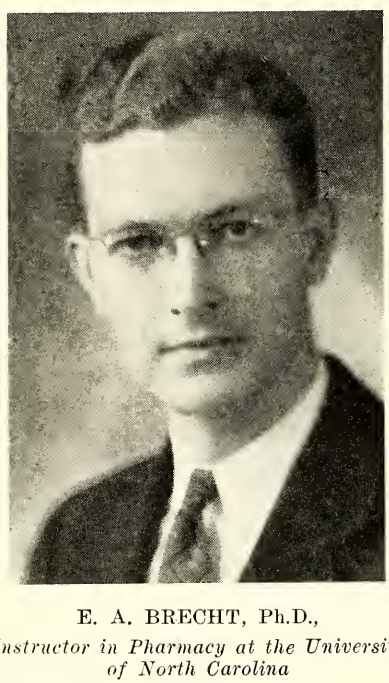
"I further agree that said store will be equipped as the North Carolina Board of Pharmacy may require."

We feel that this is a progressive step and hope that the Board will soon see fit to extend these requirements to stores already established, which it will, no doubt, do. Certainly we cannot expect public support and co-operation from the allied professions unless we adequately meet our obligation to protect the public health and in the matter of equipment most of us are failing our obligations.

A Pharmacy Senate at Chapel Hill

Reported by E. A. Brecht

A Pharmacy Senate was organized recently at the School of Pharmacy. This new group has been patterned on the Phi and Di Senates of the University of North Carolina. The Pharmacy senate will discuss the present-day topics of commercial pharmacy.



E. A. BRECHT, Ph.D.,
Instructor in Pharmacy at the University of North Carolina

The need of such a discussion group seems apparent when the future role of students is considered. As educated men of responsible positions in their communities they will be expected to be leaders. Leading usually boils down to speaking. Unfortunately speakers are seldom born, but they can be developed. A test of this proposition is usually apparent at any State Association meeting. Isn't it usually true that all of the talking (and therefrom the shaping of policy, etc.) is done by less than five per cent. of the members present? The failure to participate by the other ninety five per cent. is not due to the lack of equally worth-while ideas, but it due to a fear of giving their opinions because they don't feel able to express themselves before an audience.

The Pharmacy Senate gives the members a chance to practice speaking before an audience, an audience which is charitable towards the mistakes which are bound to be made at first. The meetings are started by prepared introductions of the topic of discussion, followed by additions, corrections, variations, and deviations, but none of the opinions are read from script.

The topics are selected for their timeliness and importance with the purpose of increasing the students' understanding and appreciation of Pharmacy as it is practiced. This is of special value to those students who have had very little contact with drug stores. However, most of the members have had at least one year of active work in a pharmacy. At the first meeting the present status of barbiturate sales was considered, from which several interesting conclusions were derived. A partial list of topics for later consideration are: the open prescription department, price-cutting methods and policy, open display ("pine board stores"), fair trade laws, the possibilities and probabilities of a pharmaceutical labor union or guild, the limitation of drug sales to pharmacies, self-regulation of the drug industry, and the crime of some drug specialties.

Membership has been limited to those students who have indicated a willingness to engage actively in the discussions. In other words, there are no members who come only to listen. The chairmanship is revolving, thus giving practice in this important function to as many as possible. Although the introductions of the topics and much of the discussion is voluntary, the members must be ready to present an impromptu opinion when so indicated by the chairman. To date the membership numbers about twenty, with just about equal distribution among the four classes.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

New Rubbing Alcohol Regulation

Under the provisions of a new regulation T. D. 4963), amending regulation No. 3, dopted by the Treasury Department, Janu- ry 18, and effective February 17, 1940, ubbing Alcohol Compounds may be sold at etail to customers for use, only by retail rug stores, through registered pharmacists. ll other sources of retail distributions, such s department and general stores, 5c and 0c stores, filling stations, restaurants, etc., re prohibited by this regulation from sell- g Rubbing Alcohol. Rubbing Alcohol ompound means any product manufactured ith specially denatured alcohol and repre- ented to be a Rubbing Alcohol Compound.

Sales of Rubbing Alcohol Compounds by anufacturers or wholesale druggists must e made directly or through their employees nly to wholesale or retail druggists, and to urchasers who acquire the product for legit- mate external use and not for resale, such s hospitals, sanitariums, clinics, Turkish aths, athletic associations, physicians, den- ists, veterinarians, etc.

This product may also be sold by retail ruggists to any of the foregoing (in quan- ity lots) or in retail quantities only to other ersons for external use. *Sales to such ther persons by retail druggists must be ade through a registered pharmacist, who ill, at the time of sale, write or stamp cross the brand label in contrasting colors 'sold by'' followed by his* (the pharma- ist), *name and the address of the retail rug store where the sale is made.*

A manufacturer, wholesale druggist, retail ruggist or any other person shall not sell ubbing Alcohol Compound for use or for ale for use, for beverage purposes, nor shall e sell such product under circumstances rom which it might reasonably appear that t is the intention of the purchaser to pro- ure the product for use, or for sale for use, or beverage purposes.

Rubbing Alcohol Compound shall be ackaged in bottles by the manufacturer hen it is to be sold to the ultimate con- umer, such bottles shall not exceed one pint n capacity. It must bear a brand label and caution notice, placed thereon by the man- facturer only.

The brand label must contain the follow- ng information:

1. The brand or trade name of the product, if any.

2. The legend ''Rubbing Alcohol Compound'' which shall be in letters of the same color and size as the brand or trade name.

3. The name and address of the manufacturer. (Where rubbing alcohol compound is manufactured and bottled under the name of a dealer for resale, the manufacturer may place his symbol and permit number on the label in lieu of his name and address, provided the name and address of the person for whom manufactured is shown.)

4. The legend ''Contains 70 per cent absolute alcohol by volume.''

5. The legend ''For External Use Only. If taken internally, serious gastric disturbances will result.''

The caution notice, which shall appear on the back of the bottle and no where else, shall be printed in plain legible type of not less than 6-point, and must read as follows:

''CAUTION NOTICE:—The sale of this product by the manufacturer, or the wholesale druggist, must be made directly, or through his employees, only to wholesale or retail druggists, and to purchasers who acquire the product for legitimate external use, such as hospitals, sanitariums, clinics, turkish baths, athletic associations, physicians, dentists, veterinarians, et cetera. This product may be sold by retail druggists to any of the foregoing, or in retail quantities only to persons for external use. Sales to such other persons must be made by a retail druggist through a registered pharmacist, who will write or stamp across the brand label in contrasting colors the words 'Sold by' followed by his (the pharmacist) name and address of the retail drug store where the sale is made. Sales for other than external use will subject the dealer to special tax as a dealer in liquors and to the internal revenue tax on the alcohol contained in this compound.''

The regulation became effective in its publication by the Treasury Department, January 18, so far as sales by the manufacturer or wholesale druggist is concerned. Manufacturers are permitted to use their present supply of approved labels until exhausted, providing these labels are supplemented by the caution notice prescribed in the new regulation.

As stated at the outset, the regulation affecting sales of this product by retail drug stores through registered pharmacists, became effective February 17, 1940. Retail drug stores, through their pharmacists, may sell their stock of Rubbing Alcohol Compound on hand, provided they observe the requirement calling for the stamping of the name and address of the store and the name of the pharmacist dispensing it.

Stocks of Rubbing Alcohol Compound now in the possession of persons not entitled to sell same under the new regulation, may be sold for external uses only, until the stock is closed out.

While the regulation specifically provides that sales of Rubbing Alcohol Compounds may be made only by a licensed pharmacist, at the same time it is believed that the Alcohol Tax Unit will issue a ruling providing for the sale of this product by assistant pharmacists.

It is true, also, that the regulation makes no provision for the sale of Rubbing Alcohol by the physician-operated drug stores. It is possible that this situation may be overcome, if the physician can uphold the position that his customers are his patients.

Both of these questions have arisen since the promulgation of the new regulation. These have been submitted to the Commissioner of Internal Revenue, and are now being considered.

Additional Fair Trade Manufacturers

American Optical Company
Goody's, Inc.
Botany Worsted Mills

Total 262

Contributors to Fair Trade Committee

ASHEBORO
Asheboro Drug Co.
ASHEVILLE
Cline's Drug Store
Goode's Drug Store
BELMONT
Robinson's Drug Store
CHAPEL HILL
Eubanks Drug Co.
CHARLOTTE
Sterling Drug Co.
T. A. Walker, Inc.
Lisk Pharmacy
CLAYTON
Beddingfield Brothers
CLIFFSIDE
Mills Drug Co.
COOLEEMEE
Cooleemee Drug Co.
CONCORD
Porter Drug Co., Inc.
CRAMERTON
Cramerton Drug Co.
DURHAM
Durham Drug Co.
Montague's Pharmacy
ELKIN
Ek Pharmacy
Turner Drug Co.
FAIRMONT
Fairmont Drug Co.
FAYETTEVILLE
H. R. Horne & Sons
FOREST CITY
People's Drug Store
GASTONIA
Kennedy's, Inc.
GRAHAM
Wrike Drug Co.
GREENSBORO
Asheboro St. Pharmacy
Best Drug Store
Cecil-Russell Drug Co., Inc.
Crutchfield's, Inc.
C. C. Fordham Drug Store
McDuffie-Eubanks Drug Co.
HIGH POINT
Cecil's South Main Drug Store, Inc.
HENDERSON
Kerner Drug Co.
HICKORY
Hickory Drug Co.
LENOIR
Ballew's Cash Pharmacy
Dayvault's Drug Store
Lenoir Drug Company
McNairy's Drug Store
LEXINGTON
Lexington Drug Co.
Peoples Drug Store
City Drug Company, Inc.
LINCOLNTON
Lawing & Costner
MARSHVILLE
Guion's Drug Store
MONROE
Secrest Drug Co., Inc.
MOORESVILLE
Geo. C. Goodman & Co.
MORGANTON
Spake Pharmacy
MOUNT AIRY
Hollingsworth Drug Co.
Hollingsworth Pharmacy
MOUNT HOLLY
Summey Drug Co., Inc.
MT. PLEASANT
A. W. Moose Co.
NEW BERN
Duffy's Drug Store
NEWLAND
Bear Trail Drug Store
NORTH WILKESBORO
Red Cross Pharmacy
OXFORD
Hall's Drug Store
Lyon Drug Co.
PINEHURST
Carolina Pharmacy
RAMSEUR
Ramseur Pharmacy, Inc.
REIDSVILLE
Gardner Drug Co.
SALISBURY
Carter & Trotter
Innes Street Drug Co.
SHELBY
Julius A. Suttle
SPENCER
H. M. Cooke Pharmacy
WENDELL
W. R. Nowell Drug Store
WILSON
Wilson Drug Co., Inc.
Roy Moore's Drug Store, Inc.
WINSTON-SALEM
Bobbit Drug Co., Inc.
E. W. O'Hanlon, Inc.
Summit Street Pharmacy
Swaney's Drug Stores
ZEBULON
Zebulon Drug Company

SPRING IS JUST AROUND THE CORNER

By Alice Noble

Convention Time

"If winter comes, can spring be far behind?" This age-old query has been asked many times and with each question and answer comes the consciousness that spring is the very nicest season in the whole year—and springtime is also convention time! The N. C. P. A. will hold its sixty-first annual convention in Charlotte on May 21, 22, and 23 and it is not too early now for you to make your plans to be on hand from the first to the last minute of this "biggest and best" meeting in the history of the Association. Ever since the announcement was made that we were to meet in Charlotte satisfaction has been expressed that we were to go to the Mecklenburg capital—the letters that have been coming in say "everybody is going." Charlotte druggists are making elaborate preparations to give you a good time. The business sessions will be interesting and helpful. Don't forget that R. P. Lyon is in charge of convention details which means that everything will be perfect. AND DON'T LET ANYTHING STAND IN THE WAY OF YOUR BEING ON HAND WHEN THE GREAT DAY ROLLS AROUND!

Magic Gardens

And speaking of spring we want to mention a most delightful book we have just come across entitled "Magic Gardens," by Rosetta E. Clarkson. We haven't had time to finish it but we have been enjoying the chapters devoted to "Herbs in the Flower Garden." The book should be of especial interest to druggists who raise flowers as a hobby, and we believe it would interest many of their wives. (We remember one year Bob Roy Copeland brought to the convention a large bouquet of beautiful flowers he had raised.) The author of our book suggests: "This spring do plan your garden and borders to include some of the herbs which mingle so appropriately with your flowers." Continuing in her enthusiasm for herb gardens Miss Clarkson says: "To convince one particularly stubborn supporter of flowers versus herbs, I went through a recent book on perennials. I myself became much interested in learning how many perennials we today used to some extent in medical practice. I found some eighty plants in this book listed in a commercial catalogue of drugs now used in medical formulas. You might be interested in a few of these plants—hollyhock, English daisy, bachelor's button, lily of the valley, bleeding heart, sunflower, iris, peony, primrose, violet, feverfew, crocus, squill, geum, pyrethrum, and scabiosa." The sage question is asked: "Could we moderns do better than follow the example of our ancestors in making our garden which will take on more of real charm because of introducing the old-time herbs?"

Tulip Time

We had a delightful visit today from W. D. Welch, Jr., who is the proprietor of Welch's Drug Store in Washington. It was the first visit he had paid the School since he graduated in 1928—you just can't pry these easterners away from the Tidewater country. If they can get away from their stores in the winter they want to hunt and when vacation time rolls around in the summer they just have to fish. Mr. Welch was talking enthusiastically today of the gigantic tulip festival that is held in his town every spring. It looks like everywhere we turn things keep happening to get "spring in our bones." We have always wanted to make the trip to that festival and after talking to Mr. Welch we are more anxious than ever—those druggists who have asked us each year to "come down" had better watch out for we are liable to accept the invitation this time.

It Was Quite a Treat

We were in Raleigh a few days ago and President Gattis took us out to his Person St. Pharmacy, No. 2. We don't know when we have enjoyed a visit more. The President and Mr. Wilkins Harden showed us the pharmacy from "start to finish" and it was a real joy to see the prescription room, the lovely fixtures and up-to-date arrangement of the pharmacy, the complete and well-arranged stockrooms, etc. Of course, our orderly soul was greatly impressed with how spick and span everything was—it looked like the staff had just finished spring cleaning, but we hear from the customers that it looks that nice all the time!

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*
Official Reporters
J. K. CIVIL, Charlotte
N. B. MOURY, Greensboro
J. F. GOODRICH, Durham
R. A. MCDUFFIE, Greensboro
P. J. SUTTLEMYRE, Hickory

News from Charlotte

By John K. Civil, *Reporter*

The druggists of Charlotte are making big plans for the annual meeting of the N. C. P. A. and are hoping that the convention will be the biggest and best in the Association's history.

H. W. Wohlford has accepted a position as manager of Holmes Pharmacy, No. 2.

F. L. Black, formerly with the E. F. Rimmer Drug Co., is now with the Nance Drug Store, of Charlotte.

The many friends of **E. M. Hannon,** of the Scott Drug Co., will be glad to hear that he is back on the job after an illness of several weeks.

Charles P. Pressley, formerly with the Elizabeth Drug Store, is manager of the Providence Road Drug Store.

John Snyder, of Nashville, Tenn., is now representing the Norwich Pharmacal Co. in western North Carolina with headquarters in Charlotte.

The Carolina Pharmacy was recently purchased by **Tom Lever** from the estate of the late **Jas. P. Stowe.** Mr. Lever has been associated with the pharmacy for some time.

Harold P. Moore has accepted a position with the Upjohn Co. with headquarters in Spartanburg, S. C.

Friends of **D. Clyde Lisk** will be glad to hear he is back on the job after an illness from the flu.

W. F. Craig, formerly with the Nance Drug Store, is now with the Carolina Cut Rate Drug Store, of Charlotte.

General News Items

Hedgepeth's Pharmacy, of Lumberton, has been purchased by **J. C. Jackson,** who has been connected with the store for six years, and **J. E. Bryan,** of Fair Bluff. **L. M. McKenzie** has accepted a position with the firm. Mr. McKenzie has been with J. D. McMillan and Son in the same town for past twenty-seven years.

Friends will regret to learn that **M Salley,** proprietor of Salley's Drug Store, Asheville, is confined to his home w pleurisy.

The home of **Jas. W. Harrison,** assist pharmacist at Salley's Drug Store, in As ville, was partially destroyed by fire ea on the morning of Feb. 3. The members the family were awakened barely in ti for them to escape from the burning bui ing. The kitchen, dining room, back po and roof of the house were destroyed a only the quick work of the fire departm saved the remainder of the house. The l is covered by insurance.

Edwin W. Yates was named president the Capudine Chemical Co. through a co cil to the will of the late president of t firm, **Henry T. Hicks,** who died in Janua Mr. Yates has served as secretary-treasu of the firm for the past twenty years.

The Wake Drug Store, the last of t **Henry T. Hicks** pharmacies along Fayet ville Street in Raleigh moved on Feb. 1st t new location on the corner of Hillsboro a West Sts. The change in the drug stor location came only a few days after t death of its original owner. As the st moved from Fayetteville Street many peo recalled that its Fayetteville and Mar Sts. location was the site of **Mayor Jas. Johnson's** Drug Store and in those days w a gathering place for politicians. Th steps led up from the street into its terior. After the Johnson store moved the Bland Hotel, Mr. Hicks and **Gilb Crabtree** added the Fayetteville and Mar Sts. corner to the Hicks chain of dr stores. **Julian White,** the present owner the Wake Drug Store, calls it the "last the Mohicans."

The Smith Brothers Drug Co., with exe tive offices in Washington and manufact

g division in Baltimore, will move its ant immediately to Raleigh. Quarters have en leased at 524 Prescott St. "The com- ny will engage in shipping and repack- g in Raleigh, with plans to transfer its anufacturing division after the erection a plant. The firm is engaged in the man- facture of two proprietary medicines, one cold preparation and the other a prepara- n for stomach disorder."

C. W. Henderson, originally from Vir- nia but who has been associated with rth Carolina drug stores for a number of ars, is now pharmacist with the Veterans ospital in Columbia, S. C.

J. A. Duke, representative of the Indi- dual Drinking Cup Corporation, has moved om Charlotte to Jacksonville, Fla., where s address is 1951 Avondale Ave.

Friends will be delighted to learn that **L. Jones,** of the Canton Drug Store, of nton, is recovering from painful burns nich he received when an oil can exploded he was making a fire. Mr. Jones thought e can held kerosene but it contained gaso- ne.

Richmond will be the host city for the th annual meeting of the A. Ph. A. and sociated bodies to be held on May 5-11 th the Jefferson Hotel as convention head- arters. **L. C. Bird** has been elected Local cretary.

Munday's Drug Store, of Taylorsville, s moved to a new location next door to e Town Hall, and the Peoples Drug Store now in the building formerly occupied by unday's Pharmacy.

The National Pharmacy Week Window splay Contest Committee has announced at first place in the retailers group was warded to Moosbrugger Drug Co., of Day- n, Ohio, and the Robt. J. Ruth Memorial phy will be presented to this pharmacy. the colleges of pharmacy group first ace was awarded to the School of Phar- acy of Temple University, while the Penn- lvania Pharmaceutical Association was dged the winner in the pharmaceutical as- ciations section. The Committee feels that e recent observance of Pharmacy Week as the most general and successful in the story of this movement.

Hall's Market Street Drug Store is the me of a new pharmacy which opened at 161 Market St., Wilmington, late in Febru- ary. It is owned by **J. M. Hall** and his son, **J. M. Hall, Jr.** The senior member of the firm will continue to operate Hall's Drug Store at Fifth and Castle Sts., while his son will be in charge of the pharmacy owned by him at Carolina Beach.

C. C. Oates has been continued for the year 1939-40 as National Formulary Re- search Fellow at the State University School of Pharmacy under an increased research grant from the A. Ph. A. Under the guid- ance of **Dr. H. M. Burlage** and a graduate committee he is devoting his studies to oral bismuth preparations as prophylactic and curative agents in connection with syphilis. Last year he prepared a Bibliography on the subject of bismuth preparations including about 900 carefully classified and indexed abstracts. He also did considerable chemical work on the assay for bismuth, tartrate, etc. of some bismuth preparations. This year is devoted to a study of these preparations by oral administration to rabbits with arti- ficially induced syphilis.

The Tri-City Drug Co., of Leaksville, has moved into new quarters in a recently com- pleted store building across the street from its former location. The stock of the phar- macy has been considerably enlarged and new fixtures have been installed. **Culas Roberson** is the proprietor.

The School of Pharmacy acknowledges with grateful appreciation the gift from **W. W. Parker, Jr.,** of Henderson, of a num- ber of old pharmacopoeias and pharmaceuti- cal texts from the library of his father, the late **W. W. Parker.** The School is also grateful to **T. G. Crutchfield,** of Greens- boro, for a set of old balances.

A letter from **J. Floyd Goodrich** of the B.C. Company tells us that he is spending some time in Florida on a business trip and is accompanied by Mrs. Goodrich. They are enjoying the sunny climate of the southern state greatly. A few days ago they visited **Dave Shreve** and his family in St. Peters- burg and were delighted to hear Dave say "he is feeling pretty good." Dave and Floyd had a fishing trip but the letter did not say anything about the luck they had.

For Sale: Long Established Drug Busi- ness. Excellent Opportunity. Selling reason: Retirement. For further information ad-

dress: "Drug Store," c/o Carolina Journal of Pharmacy, Chapel Hill, N. C.

We understand that the Justus Pharmacy, of Hendersonville, was greatly damaged by fire on the night of February 10. We have not been able to learn the particulars.

The JOURNAL extends sympathy to **Miss Josephine Eldridge,** of Carrboro, in the death of her father, **Jas. Eldridge,** which occurred on February 5 following a long illness. Mr. Eldridge was a student of pharmacy 1904-05 but had later majored in education and held the degree of Ph.D. from the University. He had been connected with the university library for some time.

Dr. H. R. Totten, of the Department of Botany, addressed the Student Branch of the N.C.P.A. at the State University on the evening of February 22. His lecture was an illustrated one on "The Trees of the Chapel Hill Region that Have Been Used in Pharmacy."

S. P. Birkitt, of Jas. P. Stowe and Co. of Charlotte, has applied for associate membership in the State Association.

The Economy Drug Store, located on the corner of **Main Street and Fifth Avenue,** Hendersonville, has been sold by **R. G. Scruggs** to **Charles W. Hunter** and **Richard Watson.** Mr. Watson has announced that the pharmacy would be continued under the same name and that no changes would be made in its policy at the present time. Mr. Watson graduated in pharmacy at the state university in 1924, passing the state board examinations the same year. He is a former resident of Tryon and lived in Texas for some time. He has been in Hendersonville for the past two years with the above mentioned store. His partner, Mr. Hunter, is the son of the late **F. V. Hunter,** who owned and operated Hunter's Pharmacy in Hendersonville for many years in the same location now occupied by the Economy Drug Co.

The annual stockholders and directors meeting of the American Druggists Fire Insurance Co. was held in Cincinnati on Feb. 12. The annual report of the company conveyed the somewhat surprising fact that during 1939 it had experienced 603 drug store fire losses, "which would fairly indicate that there had been over 1,500 large and small drug store fires in the country through the year." **P. J. Suttlemyre** was re-elec as a director of the company. The meet lasted over a period of three days.

Announcement is made by **Chairman D. Miller** of the National First Aid Committ in the Feb. 15 *N. A. R. D. Journal* t druggists are invited to participate in second annual National First Aid W window display contest, this year. Natio First Aid Week will be observed May 19- Rules for the contest will be similar to th of last year—druggists are urged to inst First Aid displays, photograph them a submit the photographs to their state as ciation secretaries for preliminary judgi entry through them into the national c test. *N. A. R. D. Journal.*

President and **Mrs. Phil D. Gattis,** acc panied by a party of friends, are enjoying delightful two-weeks motor trip to Flori We saw the Gattises shortly before they l and they told us that they were "just go to head toward Florida and make stops whatever resort towns their moods of moment dictated." That's what we call ideal way to enjoy a vacation!

Announcement was made on Feb. 22 t the center store location in the Southeaste building, in Greensboro, now undergoi remodeling procedures, will be occupied the McDuffie-Eubanks Drug Co. The fi is owned by **Roger A. McDuffie** and **J. Eubanks** and is one of the oldest pharmac in the city. The change in location is pected to be made about July 1st upon t completion of present work which is bei made at a cost of approximately $40,0 The drug store will be located on the ma floor in spacious and attractive quarters, b it will also have mezzanine space for sto and offices, and the basement will be us for storage. The pharmacy will be air-co ditioned, will be lighted in modern su merged fixtures, and the display cases w be of red gumwood. Mr. McDuffie has a nounced, "the soda fountain and cigar cou ter will be discontinued in the new locati and the firm will stick to its business of d pensing drugs." The drug firm's lease e tends over a period of years, terminati Dec. 31, 1950. The location at 229 S. E Street will be discontinued after the n store is completed.

n't Be Impatient With Fair Trade

If you think conditions under Fair Trade bad—just ask one of your brother drug- s in one of the non-Fair Trade states t he thinks about the situation, and ther or not he would like to work under laws," says Secretary John W. Dar- el of the N. A. R. D. in a signed edi- al in the *Journal* of Feb. 15. "Have stopped to think where you would be these laws to be repealed tomorrow? I predict that if ever such a calamity es to pass, the conditions previous to Trade will pale into insignificance be- the Roman holiday of price warring we shall experience."

r. Dargavel's comments are made in ning druggists not to tear down the Trade structure that they have built so riously over a period of a quarter of a ury merely because all of the thousands djustments cannot be made within a few t months. Give Fair Trade three to years more, the Secretary predicts, and ill have been accepted generally, opposi- will have died out and conditions will ar better than today. "But to attempt action; to attempt methods which might nisconstrued in some quarters will bring eral condemnation and disaster just as are beginning to gain some favorable gnition. It took years of our combined, rdinated efforts to win Fair Trade. We keep it and improve it by exercising same methods."

"Uncle George" Honored

n the *Greensboro Daily News* for Feb. 11 he section entitled, "Among Our Neigh- s" there was a most delightful article ut **"Uncle George" Pilkington,** of Pitts- o. Accompanying the news story was a ndid picture of the popular druggist n his dog, Rex. The article tells some- g of Mr. Pilkington's early years in land, of how he came to this country ecome a farmer, but how in a short time resumed the practice of pharmacy for ch he had been trained at Westminster ege in Yorkshire. Not interested in tics the pharmacist "has an abiding h in the tenets of the Masonic order in h he has held membership for more than a century and in the Episcopal church which he is a warden." Pharmacist friends were greatly pleased with this gracious tribute to a popular pharmacist.

Marriages

Announcement has been made of the marriage of Miss Josephine Catherine Palmer, of Cleveland, and **Van Devander Wells, Jr.,** of Raleigh, on Dec. 26 at the Church of the Sacred Heart. Mr. Wells was licensed as a pharmacist in this State in 1939 and is now associated with Eckerd's Drug Store in the Capital City.

Births

Mr. and Mrs. P. J. Melvin, of Roseboro, announce the birth of a son, John Shields, on Feb. 6. The net weight of the young man is 8 lbs., 6 oz.

Mr. and Mrs. Gamble M. Bowers, II, announce the birth of a son at the Stuart Circle Hospital in Richmond, Va., on Feb. 20. The name of the young man is Gamble McAllister Bowers, III, and he weighs 7¾ lbs. We understand the father, mother and baby are doing well and the grandparents, **"Mr. and Mrs. Jim",** are "busting with pride."

Deaths

David Nicholson Middleton, originally of Goldsboro, died on Jan. 15 in the Fitzsimmons General Hospital for Veterans at Denver, Col. Mr. Middleton was licensed as a pharmacist in 1907 and for twenty years practiced his profession in Goldsboro. During the World War he saw service as a pharmacist with the United States Navy. He had been in Colorado for some time and succumbed under an anesthetic while undergoing treatment for asthma.

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PEABODY DRUG COMPANY
Durham, N. C.

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Officers of the North Carolina Pharmaceutical Association for 1939-40

President, also Chairman of Executive Committee.....Phil D. Gattis, Raleigh
Secretary-Treasurer.....J. G. Beard, Chapel Hill
Local Secretary.....R. P. Lyon, Charlotte
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Chairman of the Fair Trade Committee.....C. C. Fordham, Jr., Greensboro
General Counsel, also Executive Secretary Fair Trade Committee.....F. O. Bowman, Chapel Hill

Au Revoir

As announced last month the Executive Committee has appointed Professor I. W. se as temporary managing editor of this JOURNAL to replace this writer who will on leave of absence from the University during the Spring and Summer and who due to depart March 17. This, therefore, is a sort of farewell message to those ıders who may now and then have thumbed through the editorial pages with a p occasionally to consider some of the points of view expressed.

It seems a long time ago that this JOURNAL was set upon its way. During the riod since that time toes have been stepped upon but never with malice. Compli-nts that have been paid have been inspired by simple sincerity. Opinions have en expressed that perhaps too often have represented only a personal point of view. metimes the work of managing editor has been a source of keen satisfaction; netimes there has been a sense of unfitness and of futility. The modest successes ıt have been made provide happy memories; the failures had best be left undis-sséd. Other pens will now begin where this one stops. May these pages come ve with interest and profit to those for whom this section is primarily intended— e pharmacists of North Carolina.

For many years now two dates in each month have been fateful: the Fourteenth, ich is Press Day; and the Twentieth, which is Proof Day. The whole material for ch issue must first be made ready for the printers, and then, when it is in cold pe, it must be exactly adjusted so that the final product is divisible by four. To ıstrate: If perchance the total comes to thirty-four pages, either of two courses compulsory—cut down to thirty-two or else build up to thirty-six since the whole oduct must be in four-page units. To pull or pad becomes a burning question. the former, what shall be omitted or how may abrupt endings be avoided or vital ıtters be retained? If the latter, what can be discussed or described or reported ıt will amount to about 1,600 words? Try reaching into thin air sometime and lling down 1,600 words, but do it quickly or you will not appreciate what is meant re. It is not an easy sort of thing to do. The temptation to let some utterly blank ges be inserted is occasionally hard to resist. The job, however, is finally, somehow npleted and a recess comes, but not for long. Another month and another follow d the same old grind is renewed.

April 14 (Press Day) and April 20 (Proof Day) will soon be here. When they ive this tired writer hopes to say with relief "Well, what about 'em; what about ı?" But habit is hard to break. It may be that the urge to write will be stronger en the compulsion of doing so is removed. If this urge is keen and there seems nething to say worth saying, it may well happen that we will once again be among ose present. Instead, therefore, of saying goodbye, may we not substitute the le printed at the top of this farewell piece and say instead—*Au Revoir.*—J. G. EARD.

Dues Must Earn Dividends

By MRS. C. B. MILLER
Secretary Kansas Pharmaceutical Association

(We invited Mrs. Miller to contribute a guest editorial for this month and her contribution follows. She is serving this year as President of the National Conference of Pharmaceutical Association Secretaries. We wish that you could know Mrs. Miller. Gracious, a fluent speaker who says much in a few words, she knows what Pharmacy in Kansas needs, and if it can be got she gets it.—*Editor.*)

If we have one hobby we ride in Kansas it is this matter of *organization.* For we have tried both ways in our druggists' group—first, being half-heartedly joined together for brotherly love and swell conventions; and second, being all tied up into a representative working body which gets things done. We like the second plan best!

We can look back, just a few years ago, to the time when we would send out a complaint and get not even a penny postal from the offending company, in spite of the better than 900 drug stores in the state. Now with 90 per cent of the druggists paid members in our Association, we really get some attention from manufacturers, jobbers, and other trade associations and legislators.

Just how did we build our membership from 30 per cent to 90 in three years' time? Well, that's what I thought might be of the most interest in this informal editorial which Secretary Beard has been kind enough to invite me to contribute.

There isn't any hokus-pokus about it. Any Association which is willing to put head-work and foot-work together, can do it. It helps if you have a widely read magazine. Our little monthly *KPA News* may bring a smile because of its "country printing"; but we know it is 100% read. We keep it folksy and newsy; we talk about our own problems, and bring the druggists, through its pages, a résumé of national matters which they do not take time to read.

Perhaps the secret of our organization is that we put everybody to work on a four-sided program of activity: membership, finance, legislation and inter-professional relations. We decentralize our activities so that druggists in our three major cities not have any more say-so about things th the village druggist in a remote corner the state.

1. We use the Captain Plan with state set-up in its 105 counties with a c tain from the Association membership each county. Around him all activity c ters. Through him we can make one let or one wire reach all the druggists. selects a membership chairman who he him in dues collection and telephoning all-county meetings.

2. At our Annual Captains' Breakf the final morning of the Convention, we the year's activity program before the m bership.

3. Right after the Convention, in Ma the Secretary loads up the "Chevvy" w charts, maps and mimeographed mate for every druggist, and covers the state w county meetings. Every druggist recei (a) the President's address for the y just closed; (b) the convention Resolutio and (c) the itemized bills which the A ciation is seeking or opposing in the com legislature.

4. Druggists tuck this list of sought adverse legislation in their desks. It their "ace-in-the-hole" when candidates the state legislature come in to pass campaign cards and seek votes in the Aug primaries. Druggists can assure these wo be legislators of support *provided* they right on these bills.

5. Above our Captains are Supervis one for each Congressional district, the largest districts having co-supervisors. Th men often travel with the Secretary, mak county meetings and calling on individ druggists in between.

6. We sold our druggists a jump in d from $5 to $12 for the basic store, ri in the depths of the depression. We only one complaint on the dues incre Our charts and figures showed that d constitute an insurance policy against verse legislation and punitive license f

w taxes, and a no-profit structure without stabilization of Fair Trade.

7. We win the ground we do, with legisors, boards, our own membership, and manufacturers, because we are not panndlers and high-pressure boys, but are cere members of a profession which is ring to better its own membership. We ver boycott; we urge coöperation. There for example, nothing hotter in some secns than the wage and hour controversy. e have been invited to speak at a forthming State Labor meeting here, in order, the Commissioner explained, that his ople might not be one-sided on this ques-n, and might see both the employer and employee points of view.

We have been invited also to assist in writing the Kansas State Board of Health les and regulations, especially as concerns handling of drugs and pharmaceuticals. We work to develop all possible leadership the counties. Our Executive Committee d our officers come right up through the airs. The Kansas Association is a democcy; if we have any success, that is why. Old Mose was running for dear life, with funnel-shaped cloud of bees following m.

"Why, Mose," a friend shouted after him, big man like you wouldn't be afraid of little bee, would you?"

"No sah, no sah," he shouted back, "Ah o' could lick one little bee, yes sah! But, ss, dat bunch am **organized!"**

An Important Proposal by the Executive Committee

At a meeting several months ago the xecutive Committee decided to recommend the Charlotte convention that the fiscal ar of the Association be changed to conrm with the calendar year. At present the cal year begins June 1 and ends May 31 the following year.

The advantages of using the calendar year ay briefly be summarized as follows:

1. This plan is the usual one for firms, rporations, all national associations and veral state associations.

2. The Association hereafter will cease suing the large costly certificates of memrship that are seldom framed or displayed but will instead issue annually to every dues-paid member a certificate about the size of the Board's annual renewal license. This can either be framed, or posted unframed at some conspicuous point in the store without taking up much space. An important feature of such a certificate is to indicate prominently the period during which a member is in good standing. At present this period would either have to read 1940-1941, or else June 1, 1940 to May 31, 1941. If the first were used it could be interpreted as the whole of 1940 *and* 1941 rather than 12 months. If the second were used the amount of space necessary for printing prominently the period covered by the certificate would be unduly great. If, however, the fiscal year followed the calendar year, it would be necessary only to print in bold red type the numerals 1940.

3. Most of the annual meetings are now held in May. (This must be the date for all inland conventions because of the heat of later months.) Under the proposed plan bills for dues would be mailed January 1st which would allow members almost five months to remit and be in good standing at the convention.

4. Bookkeeping would be greatly simplified if the calendar year were adopted.

5. Confusion often results under the present plan. A surprising number of members who on June 1st receive bills for dues marked let us say 1940-41, and who remit will often get the impression later on that they have paid for 1941 whereas they actually have paid for only the first half of the latter year. If, however, they are billed for 1941 and pay they will easily remember the period covered.

This writer who has acted as Treasurer for many years endorses the proposal of the Committee and recommends its acceptance at the Charlotte convention. Under its terms members owing dues (always payable in advance) on June 1st could do either of two things: 1. Pay for the six months terminating January 1st, or 2. pay for a year and a half and be in good standing for the following 18 months.

This question is more important than it may seem and we hope that it will be given serious consideration by members.

Miracle Medicine

Some time ago we were asked to analyze a medicine for a layman. We are reproducing below the exact language and spelling of the letter not to show up the person, for his name is withheld, nor to make fun of his lack of education, but because what he says shows what easy victims many laymen are to peddlers of "patent" medicines. No matter how dangerous the drugs sold may be, no matter if their sales talk would sound ridiculous to a doctor or druggist, they are quite successful in peddling their stuff about and then in many instances disappear leaving no trace behind. Over the years we have had many such requests as the above from laymen. We always decline to make the analysis.

"Dear Sir:

"What will you charge me for anlysng a stomach medicine that has two powders and one liquid in it. Or I think that is all.

"The reason that I'm seek such., Some time ago a man was stopping with us, and my stomach has give me trouble for years. And all medicines that I have taken dident seem to do any good. So I was telling him about it. And he said that he had cured himself. And would fix me some if I would take it. Well I thought that it would be like all the rest wouldent do any good. And dident ask where that he lived or get his address. So he is gone and the medicine has helped me more than any other. And he went to the drug store and got the things that he made it out of. And I ask them all they don't rmember such a man as they say they have hundreds weekle So I have some of the medicine left a that is the onley way that I can get mo is to find out what is in it.

"I have a friend in Tamps, Fla. Th does that kind of work but he want much for that, I think.

"So let me know your price. That is t chief thing.

"Will be mighty delectable for what y may do."

What Is Your Overhead?

Not long ago a druggist asserted that h annual gross sales were about $30,000 a that overhead cost him somewhat more th $10,000 annually not counting his o salary! This statement stunned us. Mo than one third of sales went to cover ope ating costs and this figure did not inclu anything for the owner-manager! Beir curious we began asking about the percen age cost of doing business of five oth druggists. The answers we received rang from a low of seventeen to the high figu cited above. These great differences set u this query: "How many of the six actual knew what they were talking about?" T be successful a retail pharmacist should ke a correct even if simple set of books. E should buy wisely and sell profitably. Son fail in one or more of these three need attributes and yet stay in business. T often, however, they sooner or later are business for the other fellow's health.

WHEN DAY IS DONE

JOHN G. BEARD, JR., Ensign, U.S.N.

(The following lines about his home and environment were written by a young naval officer "Som where in the Pacific."—EDITOR.)

Nestled in the grasses of a meadow far away
A ruffled brownish timid bird is sitting on the ground.
Take me not to see her in the broadest light of day
Nor even during twilight when she makes her sweetest sound.
Never was I closer than a rooster's call to her,
And so there's charming mystery about her life and song.
One prosaic glimpse of her, too much afraid to stir,
Might shatter all that magic charm I've known and loved so long.
Would that I might always, though, when evening shadows close
Return to where a red-roofed house and oaks adorn a hill,
Where crickets, frogs, and chigoes live as Mother Nature chose
And out of darkest night there calls my magic whippoorwill.

Burdensome Prescription Inventories

By H. C. McALLISTER

One of the most perplexing problems with hich the pharmacists of all parts of our state are faced is that of familiarizing themselves with the numerous new preparations being placed on the market. Aside from being conversant with these products, the financial burden of stocking them is becoming increasingly fficult. The past six-months period seems have brought the situation to the point being acute. Many pharmacists are at a ss to know what course to take because ese products are being detailed to the ysicians by the manufacturers before the ual source of supply makes them available r distribution. The delay involved is irriting to the patient, the physician and the armacist.

The frequency with which these comaints are heard makes it appear that some eps should be taken to correct this uncessary delay in supplying medication and reduce its cost, since this has been a furer objection. Not only are these preparaons expensive when bought, but many are opular for a day" and then forgotten, ving the pharmacist with unused stocks hand. These stocks represent losses since e pharmacist has no method for their sposition.

In seeking a remedy for the relief of ese conditions the question naturally ses, "Are these preparations necessary for efficient treatment of disease?" A reew of the formulae of the preparations roduced during the last year reveals that ese products do not in all cases represent w agents in the treatment of disease. ost of them represent different combinans of agents already established, or, are ar duplications of other preparations by different manufacturers. It cannot be said that all of these products may be looked upon as basic advances in therapy or in mode of administration. Therefore, some are not only unnecessary but undesirable from the point of view of the patient, the physician and the pharmacist due to the added cost involved in their distribution and the difficulty experienced in obtaining these products.

Let it not be inferred from the foregoing statements that we are opposed to advances being made in therapeutics. Rather, we are wholeheartedly in support of progress and anxious to do our part in furthering it. But do these myriads of unnecessary agents not "fog" the atmosphere and prevent the ready acceptance of agents deserving a place of importance? Has the unrestricted competition among many manufacturers to secure distribution of these various different combinations of established drugs and of duplicated products not caused the pharmacist to lose some of his confidence in the high purpose of these manufacturers? Are these things to the interest of the public health? Could it not be that such conditions are in some measure responsible for the Federal Government's interest in a method of rendering a less expensive and more efficient health service?

The part to be played by the retail pharmacist in the correction of these conditions should be determined and proper steps taken to get a program under way. We are sure that every retail pharmacist in the state has first-hand information on this subject and we wish that he would make available the benefits of his experience. A discussion of several measures, which have been proposed or are being tried in other localities will follow in a later issue of the JOURNAL. It is our hope that sufficient interest will be shown in this subject so that an effort will be made at the coming convention to establish some kind of an organization for the working out of this problem.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

CONTRIBUTORS TO FAIR TRADE COMMITTEE

ASHEBORO
Asheboro Drug Co.
ASHEVILLE
Cline's Drug Store
Goode's Drug Store
BELMONT
Robinson's Drug Store
BESSEMER CITY
Central Drug Store
Curtis Pharmacy
CHAPEL HILL
Eubanks Drug Co.
CHARLOTTE
Sterling Drug Co.
T. A. Walker, Inc.
Lisk Pharmacy
CHERRYVILLE
Allen Drug Co.
Houser Drug Co., Inc.
CLAYTON
Beddingfield Brothers
CLIFFSIDE
Mills Drug Co.
CLINTON
Register Drug Store
COOLEEMEE
Cooleemee Drug Co.
CONCORD
Porter Drug Co., Inc.
CRAMERTON
Cramerton Drug Co.
DALLAS
P. D. Summey, Druggist
DURHAM
Boone Drug Co.
Brewer Drug Store
Carswell Drug Co.
Coleman Drug Co.
Crabtree Pharmacy
Duke Hospital Pharmacy
Durham Drug Co.
A Friend
Hospital Pharmacy
Holloway St. Pharmacy
C. E. King & Sons
McDonald Drug Store
Montague's Pharmacy
North Durham Drug Co.
Parker Drug Store
Peabody Drug Co.
Rogers Drug Co.
Taylor Drug Store
ELKIN
Elk Pharmacy
Turner Drug Co.
FAIRMONT
Fairmont Drug Co.
FAYETTEVILLE
H. R. Horne & Sons
FORREST CITY
People's Drug Store
GASTONIA
East Gastonia Pharmacy
Caldwell's Drug Store
Victory Drug Store
Kennedy's, Inc.
Cox Drug Company
W. D. Edwards
GRAHAM
Wrike Drug Co.
GREENSBORO
Asheboro St. Pharmacy
Best Drug Store
Cecil-Russell Drug Co., Inc.
Crutchfield's, Inc.
C. C. Fordham Drug Store
McDuffie-Eubanks Drug Co.
HIGH POINT
Cecil's South Main Drug Store, Inc.
HENDERSON
Kerner Drug Co.
HENDERSONVILLE
Jackson Pharmacy
Justus Pharmacy
Wilson Drug Company
Freeze Drug Co., Inc.
Rose Pharmacy
HICKORY
Hickory Drug Co.
KANNAPOLIS
F. L. Smith Drug Co.
Martin Drug Co.
Black's Drug Store, No. 2
LENOIR
Ballew's Cash Pharmacy
Dayvault's Drug Store
Lenoir Drug Company
McNairy's Drug Store
LEXINGTON
Lexington Drug Co.
Peoples Drug Store
City Drug Co., Inc.
LINCOLNTON
Lawing & Costner
LOWELL
Lowell Drug Co.
MARSHVILLE
Guion's Drug Store
MONROE
Secrest Drug Co., Inc.
MOORESVILLE
Geo. C. Goodman & Co.
MORGANTON
Spake Pharmacy
MOUNT AIRY
Hollingsworth Drug Co.
Hollingsworth Pharmacy
Lamm Drug Company
Tunmyre's Drug Store
MOUNT HOLLY
Holland Drug Co.
Summey Drug Co., Inc.
MT. PLEASANT
A. W. Moose Co.
NEW BERN
Duffy's Drug Store
NEWLAND
Bear Trail Drug Store
NORTH WILKESBORO
Red Cross Pharmacy
OXFORD
Hall's Drug Store
Lyon Drug Co.
PINEHURST
Carolina Pharmacy
RAEFORD
Reaves Drug Store, Inc.
RAMSEUR
Ramseur Pharmacy, Inc.
RALEIGH
Boon-Iseley Drug Co.
College Court Pharmacy
Edwards Drug Company
City Drug Store
State Drug Store
Eckerd's of Raleigh, N. C., Inc.
Jordan's Drug Store
Cromley-Melvin Drugs, N
Cromley-Melvin Drugs
Coxe-Ferguson Drugs
REIDSVILLE
Gardner Drug Co.
SALISBURY
Carter & Trotter
Innes Street Drug Co.
SHELBY
Julius A. Suttle
SPENCER
H. M. Cooke Pharmacy
WENDELL
W. R. Nowell Drug Sto

Wilson
lson Drug Co., Inc.
y Moore's Drug Store, Inc.
Winston-Salem
cadia Drug Company
bbitts Drug Co., Inc.
W. O'Hanlon, Inc.
tterson Drug Co., Inc.
mmit Street Pharmacy
aney's Drug Stores
nston-Salem Drug Club
ody's, Inc.
Zebulon
bulon Drug Company

Sale of Certain Drugs Under New Drug Law

First, Barbiturates. All derivatives of rbituric Acid such as Amytal, phenorbital, Luminal, etc., may be sold as retofore, e.g., in accordance with the prosions of the North Carolina Hypnotic w, provided the statement "Warning—ay be habit forming" is written, printed, stamped upon the label of the package which sold.

These items may be sold, of course, upon ysician's prescriptions, and obviously ay be refilled. In such cases, however, the bel must likewise bear the statement Warning—May be habit forming" unless ch prescription bears the wording "Not fillable," or some similar designation to e effect that such prescription may not refilled. In this event, the warning, rred to above, is not required to be placed the label.

Second, Aminopyrine, Cinchophen, Neonchophen, Sulfanilamide and all their devatives may be sold only upon physician's rescription and may not be refilled.

Third, Dinitrophenol and Dinitrocresol ay not be sold in any case, not even purant to physician's prescriptions.

All products dispensed from the original ackage of the manufacturer should be beled in accordance with the labeling prosions of the new Drug Act. (See January issue of Journal.)

Supplementary Rubbing Alcohol Regulations

Under the provisions of the new Rubbing lcohol Regulation, promulgated January 8th and effective February 18th, 1940, no rovision whatever was made for the sale of Rubbing Alcohol Compound by any person other than a licensed pharmacist, who was required, at the time of sale, "To write or stamp across the brand label in contrasting colors 'Sold by' followed by his name and the address of the retail drug store where the sale was made."

In last month's issue of the Journal this Section carried an article explaining somewhat in detail the application of the provisions of this new regulation. It was pointed out and emphasized that while assistant pharmacist and physician operated drug stores were not entitled to sell Rubbing Alcohol Compounds, at the same time it was believed that the Alcohol Tax Unit would make provision for its sale by both the assistant pharmacist and permitted physicians.

Both of these questions arose immediately after the Rubbing Alcohol Compound Regulation was promulgated and was submitted to the Commissioner of Internal Revenue through Mr. Rowland Jones, Washington Representative of the N. A. R. D., Washington, D. C., who obtained the ruling which follow.

SALES MAY BE MADE BY PHYSICIANS

"Since Treasury Decision 4963 specifically provides that sales at retail must be made through a registered pharmacist, any person desiring to make sales at retail drug stores must meet the requirement of a 'registered pharmacist.' A physician, empowered by the laws of the state in which he practices to compound prescriptions or otherwise perform the functions of a registered pharmacist, will be considered to be a registered pharmacist within the purview of the regulation.

"Therefore, if a physician, duly licensed by the state in which he practices, conducts a retail drug store, compounds prescriptions, and performs all the functions generally attributed to a registered pharmacist, he meets all the fundamental requirements of the treasury decision.

"Accordingly, this office sees no reason why he should not sell rubbing alcohol compound, provided that, at the time of sale, he writes or stamps across the brand label in contrasting colors the words 'Sold by' followed by his name and the address of his retail drug store.

"A practicing physician authorized by the laws of the state in which he is duly licensed to compound prescriptions, to dispense drugs and to perform all the functions generally attributed to a registered pharmacist, may be considered to be a retail druggist and a registered pharmacist within the purview of the regulation. Therefore, he may make sales of rubbing alcohol compound, provided that, at the time of sale, he writes or stamps across the brand label in contrasting colors

(Continued on Page 46)

WE PAUSE FOR REFLECTION

By ALICE NOBLE

Busy Weeks Ahead

The pharmaceutical calendar has many "red letter days" in the weeks ahead. First of all there is the meeting of the American Pharmaceutical Association in Richmond, Va., May 6-11. Nearly every day we have a letter from some Virginia friend and each convinces us that the meeting is going to be one of the most interesting and profitable in the history of the A.Ph.A. President Gattis has appointed the following as delegates from the N.C.P.A.: C. C. Fordham, Jr., Greensboro, *Chairman;* A. C. Cecil, High Point; Jos. Hollingsworth, Mount Airy; P. J. Suttlemyre, Hickory; and C. R. Whitehead, Ramseur.

Then on May 14-15 there will be the U. S. Pharmacopoeial Convention in Washington. The following have been selected as the delegates from the Association to this important meeting: I. T. Reamer, Durham; Warren W. Horne, Fayetteville; and John A. Goode, Asheville. The alternates are C. C. Fordham, Jr.; Carl T. Durham, Chapel Hill; and Ralph P. Rogers, Durham.

And then we must put down in the biggest and boldest type of *all* our own Association meeting in Charlotte on May 21-22-23. Have you made your reservation yet? You had better attend to this detail at once for every indication points to a tremendous crowd and a splendid convention. President Gattis has been over to our offices several times outlining his plans for the program—there are several surprises in store for you.

National First Aid Week

And while we are talking about important dates we should mention National First Aid Week on May 19-25. After the long dreary winter everybody is going to welcome the opportunity to spend as much time as possible outdoors. We are outdoor conscious already and are thinking "of auto rides, picnics, vacations, swimming parties and every other refreshing activity that makes summer a season of freedom." "Will our public remember to pack a first aid kit in the family auto, just to be ready for those outdoor scratches and bruises that may lead to expensive infections? There is also the preparedness personified by a home medicine cabinet well stocked with first aid materials. For the druggists of the nation, National First Aid Week should be a ti for making the public preparedness c conscious. This year the Federal Wholes Druggists' Association is offering a beau ful trophy to the druggist who prepa the best window of first aid materials d ing National First Aid Week. Not only c the druggist stimulate public interest first aid through window displays in l own store, but he can also do much to pu licize first aid needs and knowledge throu his local newspapers, radio station a community groups. To help materially this respect, the N.A.R.D. is preparing Activity Kit, consisting of articles, tal for radio, club and luncheon gathering spot radio announcements, a man-on-th street script, touching upon all the aspe of first aid preparedness. The Activity K is available by writing to the N.A.R.D., 2 West Wacker Drive, Chicago."

A Word to the Wise

A reporter recently sent us a number items of interest for this column and pleas us a great deal by saying, "I will make special effort to send you news from no on. I well realize how difficult it is for y in Chapel Hill to collect all the news, pa ticularly if we pharmacists don't co-operat If the news isn't in the JOURNAL we ha no one to blame but ourselves." We wish many of our readers would think abo this paragraph and then try to help us to

An Interesting Pastime

Mrs. P. A. Hayes, of Greensboro, is o of the finest people to have for a frie that we know of—her quality of friendshi is of the sincerest sort. She also has a mo interesting hobby that proves her though fulness and interest in her friends. Ev day when she reads the several newspape that come to her home she is on the look-o for items about people she knows. Wh ever she runs across such a news story s clips it out and sends it to some member the family of the subject of the artic Again and again she has sent us a clippin that had escaped our notice and we are a ways so grateful to her for rushing suc articles along. She is such a busy perso that we often wonder how she has time t read the papers so thoroughly as to kee up with this clipping hobby!

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*
Official Reporters
J. K. CIVIL, Charlotte
N. B. MOURY, Greensboro
J. F. GOODRICH, Durham
R. A. MCDUFFIE, Greensboro
P. J. SUTTLEMYRE, Hickory

University Students Have Busy Schedule

Trip to Parke, Davis Laboratories

As we go to press on March 16 a party thirty-two, mostly made up of students d alumni of the State University School Pharmacy is leaving Chapel Hill for troit, Michigan, to visit the Parke, Davis boratories. While in Detroit they will the guests of the company at the Book dillac hotel. The following students are aking the trip: **Alf Costner**, of Lincoln-n; **J. C. Fox**, of Randleman; **H. E. llon**, of Elkin; **Ed Campbell**, of Lucama; il **Gaddy**, of Marshville; **H. W. Greene**, Roanoke Rapids, **Blanche Burrus**, of nton; **J. A. Creech**, of Pineville; **J. A. cNeill**, of Whiteville; **T. M. Holland**, of ount Holly; **L. A. Lorek**, of Castle Hayne; . **K. Lewis**, of Mount Olive; **C. D. McFalls**, Newton; **A. H. King**, of Durham; **W. K. innick**, of Wyndale, Va.; **Ed Hamlet**, of llister; **H. L. Kelly**, of Apex; **G. E. yall, Jr.**, of Elkin; **L. W. Smith**, of Kan-polis; **G. H. Windecker**, of Ridgefield rk, N. J.; **M. H. Williams**, of Lexington; **R. Rand, Jr.**, of Raleigh; **W. J. Sheffield**, Nattick, Mass.; **H. P. Scoggin**, of Louis-rg; and **Dorothy Williamson**, of Clinton. ree alumni, all of Greensboro, were also the party—**Carolyn Cox**, **B. C. Brown**, d **J. W. Tyson**—as well as **Dr. M. L. cobs** of the School of Pharmacy faculty; l **B. H. Wolfe**, of Burlington, representa-e of Parke, Davis and Co. Other phar-cists making the trip were **I. T. Reamer**, Durham, and **J. H. Dever**, of Greensboro. e trip was arranged during the spring ation so that no time will be lost by the dents from their studies.

The School of Pharmacy Dances

The annual dances of the School will be d on April 26-27 in the Tin Can. Music will be furnished by **Freddy Johnson** (B.S.Phar. 1938) and his orchestra. There will be three dances in the set—two evening ones and a tea dance on Saturday afternoon. Officers of the School as a whole and the several classes as well as leading school organization officials and the dance committee with their partners will make up the figure. All alumni are invited to be present. Alumni interested in attending should write **B. C. Sheffield, Jr.**, Chairman of the Dance Committee.

New Members of the Student Branch

The following have recently affiliated with the Student Branch of the N.C.P.A.: **H. H. Allen**, of Cherryville; **J. W. Ausburn**, of Asheville; **Mary Ruth Aycock**, of Princeton; **W. T. Boone**, of Jackson; **S. O. Brewer, Jr.**, Durham; **W. A. Cavin**, of Mooresville; **G. E. Clark**, of Pittsboro; **Halcyone Belle Collier**, of Asheville; **Kenneth S. Dingler**, of Mooresville; **Robt. Gardner Ham**, of Yanceyville; **J. Edward Hamlet**, of Hollister; **W. H. Hollowell**, of Edenton; **David Henry Hood**, of Dunn; **Billie Waugh Johnson**, North Wilkesboro; **James Henry Johnson**, of Winston-Salem; **Albert W. Jowdy, Jr.**, of New Bern; **Joe G. King**, of Chattanooga, Tenn.; **Bernard Lockhart**, of Saltville, Va.; **John Cameron McDonald**, of Durham; **Chas. Daniel McFalls**, of Newton; **Otto S. Matthews**, of Roseboro; **Thomas Reid Rand, Jr.**, of Raleigh; **John H. Rosser**, of Vass; **G. Leonard Rubin**, of Kinston; **Jos. T. Russell**, of Canton; **Stuart McGuire Sessoms**, of Roseboro; **John Arthur Terrell, Jr.**, of Chapel Hill; and **J. D. Williams, Jr.**, of Gate City, Va.

Honor Roll

Students of Pharmacy making the Honor Roll at the end of the Winter Quarter were:

Anna Dean Burks, of Chapel Hill; **A. N. Costner,** of Lincolnton; **S. N. Dulen,** of Elizabeth City; **S. M. Edwards,** of Ayden; **Altajane Holden,** of Bunnell, Fla.; **D. A. Irwin,** of Wilkesboro; **A. R. Johnson,** of Kerr; **B. D. Kerr,** of Mooresville; **J. G. King,** of Chattanooga, Tenn.; **R. A. Kiser,** of Lincolnton; **A. A. Lloyd,** of Hillsboro; **B. O. Lockhart,** of Saltville, Va.; **J. M. Pike,** of Concord; **S. M. Sessoms,** of Roseboro; **L. W. Smith,** of Kannapolis; and **Rose Stacy,** of Chapel Hill.

Kappa Epsilon Entertains

Kappa Epsilon entertained first-year women students at a delightful party on the evening of February 26 at the home of **Miss Anna Dean Burks,** president of the fraternity.

Elliott P. Rigsby Receives Commission

As a result of the examinations held for pharmacists in the late fall, the Medical Department of the Army announces that **Elliott P. Rigsby,** of Seattle, Wash., and Chapel Hill, was one of seven successful candidates and has been commissioned as a Second Lieutenant in the Medical Administrative Corps, Regular Army. Mr. Rigsby has held a graduate assistantship at the State University for the past two years and will receive the degree of M.S. in Pharmacy in June.

General News Items

W. C. Hollowell has purchased Eldridge's Drug Store in Greenville and taken over active charge of the pharmacy. He has been with this firm for a number of years. **Julius Eldridge,** the former proprietor, has retired from business and is now residing at his old home in Winston-Salem.

Druggist-Mayor Earl H. Tate, of Lenoir, has been named to the committee of western North Carolina mayors and civic leaders which is making tentative plans for the formation of a western North Carolina group "to develop western North Carolina."

G. H. Jennings, Jr., member of the T.M.A. and representative of Wrigley's, writes that his mailing address is now Box 1493, Greensboro.

President J. W. Bennick, of the T.M.A., has appointed **C. H. Smith,** representative of Drug Package, Inc., as chairman of tl Entertainment Committee of that group f the Charlotte meeting.

J. L. Baker, formerly representative the S. E. Massengill Co., is now associate with the Carolina Drug Co., of Raleig Mr. Baker is originally from Nashville.

The following have applied for membe ship in the State Association: **Paul V Elam,** of Louisburg, and **R. T. McNair,** Rockingham.

The JOURNAL extends sincerest sympatl to **Mrs. J. K. Civil,** of Charlotte, in the lo of her father, whose death occurred recent at an advanced age.

A card from **Bill Halsey,** of Morganto and **Hal Cornwell,** of Lincolnton, says th are vacationing at Daytona Beach and "w see you at the convention."

A news note from Elkin on Feb. 28 (t day before Feb. 29—Leap Year Day) say "**J. Graham Abernethy,** dean of Elkin dru gists, has been awaiting his twelfth actu birthday, on Feb. 29, although he has be dispensing pills more than twice that leng of time as he has meandered around weste North Carolina for 52 years. His cake w have only twelve candles. He was robb of one birthday because of the absence a leap year in one instance for a period eight years."

Pharmacists, accustomed to revisions the U.S.P. only once in ten years, have be somewhat confused by the periodic issuan of supplements to the U.S.P. XI which ha the same legal status as the parent volun This has been undertaken, according to **Ralph E. Terry,** in an article in a rece number of the *N. A. R. D. Journal,* to m the need, in this age of rapid developmen of official standards and guides for n drugs oftener than once in ten years a to keep in step with modern research whi has perfected better products and bet tests.

For Sale: Complete set drug store f tures to be moved about May 1. See th at the Justus Pharmacy in Hendersonvil

We have just read with interest an arti by **W. J. Smith,** of the Economy Drug C of Hickory, entitled, "Pharmacy as a reer," which was published in the Fe

arch number of the *Carolina Hi-Y Torch.* he article is being distributed to branches the Y.M.C.A. in both North and South arolina.

A reporter has just sent to us a reprint an article presented before the Section Pharmaceutical Economics of the A.Ph.A. the 1939 meeting and written by **Kelly . Bennett,** of Bryson City. It bears the tle, "Prescriptions at Your Finger Tips." ommenting on the paper the reporter says, take off my hat to any practicing phar-acist who joins his state and national as-ciation with the idea of passing on ideas hich have enabled him to become more rofessional in his work. The profession of harmacy will only advance so long as there free interchange of ideas and I know of better place to begin this advancement an by becoming a member of the .C.P.A.!"

A. G. Daniel, formerly with Dees Drug tore, of Burgaw, has accepted a position ith Sharp and Dohme. His headquarters ill be in Norfolk, Va. **D. D. Sparkman,** ho has been with the Standard Drug Co., Kinston, for the past several months, suc-eds Mr. Daniel at Burgaw. The Pender wn is Mr. Sparkman's original home.

Friends will be delighted to learn that . C. **Sheffield,** of Warsaw, has entirely re-vered from a severe attack of pneumonia.

For Sale—a complete set of drug store xtures and soda fountain. Excellent con-tion. McDuffie-Eubanks Drug Co., Greens-oro.

J. A. Monroe, general manager of the arolina Cut Rate Drug Store of Charlotte, as announced that **W. F. Craig** has joined s company and has been given complete harge of the prescription department, which characterized as "one of the largest and ost up-to-date in the city." Four registered ruggists are employed. Mr. Craig was censed as a pharmacist in 1925 and has en connected with the several stores owned the late **J. P. Stowe** for the past twelve ars.

Returning from Winston-Salem where ey had spent the Easter holidays with **Mr. and Mrs. A. L. Fishel, Professor** and **Mrs. I. W. Rose** suffered painful injuries on the late afternoon of March 24 when their car was struck by another automobile on the edge of Burlington. Their son, Winfield, who accompanied them, escaped without injury. Professor Rose received minor bruises but was able to return to Chapel Hill almost immediately. Mrs. Rose was taken to the Alamance General Hospital where her collar bone, several ribs, and pelvis bone were found to be fractured. Latest reports are to the effect that she is resting comfortably. The car was pretty badly torn up.

Deaths

Elmer Otis Edgerton, aged 57, proprietor of Edgerton's Drug Store, in Raleigh, died at Rex Hospital on March 5 after a week's illness. A native of Smithfield, he had been connected with Raleigh drug stores for several years. He is survived by his widow, formerly Miss Susie Ives, of Smithfield, and several children.

Druggists all over the state were shocked to learn of the death on Feb. 29 **of Walter Scott, Sr.,** greatly beloved citizen of Charlotte and president of the Scott Drug Co. He died in a Charlotte hospital following an illness of only two days. As head of one of the largest wholesale drug companies in this section he had endeared himself to druggists all over the state. He had become associated with the Scott Drug Co. two years after its founding fifty years ago by his brother, **John M. Scott.** He had also taken a prominent part in the business and religious life of the Queen City. He was greatly interested in the State University School of Pharmacy and through him the Scott Drug Co. Scholarship was established at the institution for needy students of pharmacy. Students of the University join the JOURNAL and the State Association in extending sincerest sympathy to the family of Mr. Scott. We remember him most pleasantly at the last Association meeting in Charlotte—the interest he took in making the convention a success and in his role as one of the local hosts how much he contributed to the pleasure of the visiting pharmacists.

SUPPLEMENTARY RUBBING ALCOHOL REGULATIONS

(Continued from Page 41)

the words 'Sold by' followed by his name and the address of his office."

SALES MAY BE MADE BY ASSISTANT PHARMACISTS

"Receipt is acknowledged of your letter of February 21, 1940, in which you request to be advised concerning the propriety of sales of rubbing alcohol compound by assistant registered pharmacists.

"You enumerate a number of states which have recognized assistant registered pharmacists since the enactment of their original pharmacy laws. You also enclose copies of present pharmacy la of the States of Minnesota, New Jersey, Oh West Virginia, and Wisconsin.

"Your communication has been read with int est. A study of the pharmacy laws of the fi states in question indicates that in general sistant registered pharmacists, or assistant ph macists, have the same privileges as register pharmacists, but because of the lack of certa education and experience requirements, may n attain the status of a registered pharmacist. T statutes confer upon assistant registered pharn cists, or assistant pharmacists, the privilege preparing, compounding, dispensing, and selli drugs, medicines, chemicals, and poisons in a pharmacy having a registered pharmacist charge. There are certain variances from the general statements, but they are of a minor cha acter.

"It is the view of this office that any perso whether he is a registered pharmacist, assista registered pharmacist, assistant pharmacist, ph macy apprentice, or physician, empowered by t laws of the state in which he practices, or is censed, to compound prescriptions, dispense drug or otherwise perform the functions generally tributed to a registered pharmacist, may be co sidered to be a 'registered pharmacist' within t purview of Treasury Decision 4963.

"Accordingly, this office sees no reason w such person may not sell rubbing alcohol co pound, provided that, at the time of sale, writes or stamps across the brand label in co trasting colors the words 'Sold by' followed by h name and the address of the retail drug sto where the sale is made."

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

You—Mr. Druggist—Can Increase Your Profits

COTY—Departmentalization Plan
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EVEREADY—Cases and Batteries
PEACO—Distinctive Package Line

Our Salesmen Will Be Glad to Discuss These Lines With You

PEABODY DRUG COMPANY
Durham, N. C.

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ol. XXI — MAY, 1940 — No. 5

On to Charlotte

Charlotte will extend a hearty welcome to the N.C.P.A., the T.M.A. and the Women's Auxiliary

Hotels of the Queen City will provide ample accommodations for everyone

Attractive and profitable business sessions are scheduled

Rest assured the entertainment program will be varied and delightful (Several surprises are in store for you!)

Leaders in American Pharmacy will address the convention

Officers are working untiringly to make the meeting a success

The T.M.A. will entertain the delegates in royal style

The Women's Auxiliary will have a prominent part in the three-day deliberations

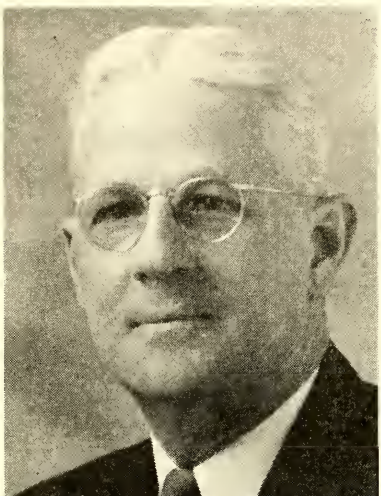
Everything possible, therefore, is being done to guarantee a pleasant and profitable convention—you can't afford to miss it!

CHARLOTTE EXTENDS YOU A SPECIAL INVITATION ATTEND THE CONVENTION

By R. P. LYON

Charlotte, the Queen City of the South, extends to you a special invitation to a the convention of the North Carolina Pharmaceutical Association, to be held here 21-23.

The Queen City herself and every member of the Charlotte Drug Club feel l honored over being hosts at this anual event. We have virtually "outdone" oursel making preparations for the gala celebration will consume every moment of time fro opening business session to the time when tionally known orchestra will play "Home Home" at the conclusion of an elaborate staged at the Armory Auditorium on Thu night.



R. P. LYON
Local Secretary

Every effort possible has been put forth to the delegates and their wives comfortable happy! Nothing has been left undone in th of planning for entertainment galore! It aim of the local club to make this conventio which will linger long in the memories of all who attend. Again, I say we are proud to the honor of being hosts at the convention we are going to prove it!

A résumé of our program will convince yo you have treat after treat in store if you the meeting. Perhaps the most interesting spot of the entire convention will be the minute actual radio broadcast which will be direct from the convention banquet hall whe of the visitors will be present. This arrang was completed through the co-operation Lance Packing Company. The broadcast w distributed over a National radio hook-up can be heard all over the country. It will f Dean Hudson and his famous orchestra, st Frances Colwell, Sonny Stockton, Sammy L and many other well-known musicians. The velous feature of entertainment—also the orchestra and refreshments for the Presi Ball—will be given through the courtesy of "The House of Lance."

Other interesting events planned for the convention visitors include a ball on W day evening at the fashionable Charlotte Country Club. Burwell and Dunn and the Drug Company will be joint hosts at this elaborate affair.

The Traveling Men's Auxiliary will sponsor a banquet and floor show at the A auditorium on the concluding night of the convention. The food will be served County Market ladies under the supervision of Miss Wright, County Demonstration

A patriotic luncheon to be given at the Charlotte Hotel at one o'clock Tues sure to prove highly satisfactory to those attending. This luncheon will be given th the courtesy of the Charlotte druggists. From three to five o'clock Tuesday the v will be driven to view two of Charlotte's most gorgeous flower gardens. Those will be gardens of M. L. Cannon and of Senator and Mrs. Cameron Morrison.

The big radio broadcast will take place immediately before the President's Ball in the ball room of the Charlotte Hotel Tuesday night. The broadcast will be fo by a stage show with the dance following the show. Wednesday morning at eleven a business meeting will be held for the Women's Auxiliary. Following the meeti of the guests will go to the beautiful Myers Park Club where a luncheon will be through the courtesy of Southern Dairies, Inc. Wednesday afternoon Mrs. S. A Every will entertain at tea during the hours from four to six.

CHARLOTTE AND THE ASSOCIATION

tisfaction is always expressed when the P.A. selects Charlotte as the convention Through the years pharmacists from Mecklenburg capital have played an in- ted and influential part in the affairs he Association. At the organization ing in Raleigh in 1880 six Charlotte macists affiliated with the new associa- J. S. M. Davidson, W. E. Hand, E. R. y, S. O. Smith, T. C. Smith, and L. R. ton. T. C. Smith (later of Asheville) ne the first secretary.

urteen pharmacists of the Queen City ed license to practice their profession irst year of the operation of the Phar- Act—1881—and one of them, R. A. , proudly carries on today and has the of being one of four druggists who held their licenses continually since

is year will mark the sixth time the iation has met in Charlotte. It first ned there in 1884 with L. R. Wriston ocal Secretary. Again it met in the n City in 1898 with W. H. Wearn in e of local arrangements; and in 1910 J. P. Woodall as Local Secretary. In R. K. Blair handled convention arrangements while in 1933 J. P. Stowe was Local Secretary. This year R. P. Lyon carries on the fine work of his predecessors.

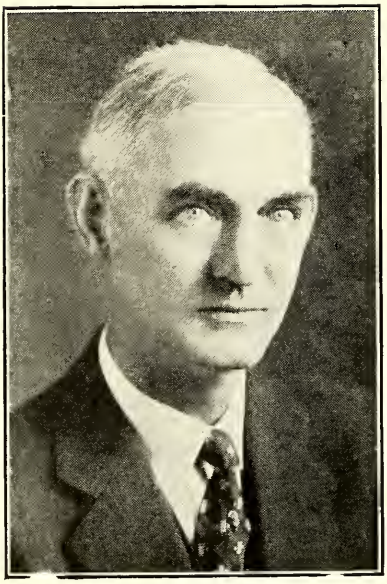
The following Charlotte pharmacists have served as president of the N.C.P.A.: W. H. Wearn in 1891-1892; R. H. Jordan, 1900-01; J. P. Stowe, 1924-25; and E. F. Rimmer, 1934-35. (T. A. Walker was elected for the year 1931-32 but resigned.) Messrs. Wearn and Stowe also served as members of the Board of Pharmacy and another Charlotte pharmacist, J. A. Henderson, was an examiner 1925-26. Then we should mention G. E. Burwell who was treasurer 1909-1917.

When we thumb through the Proceedings of yesteryears we come across name after name of Charlotte personages who have contributed a constructive part in the Association's advancement. We should like to list here such leaders but a fear of omitting some name prevents us. We are all glad that we are meeting again in the Queen City. We are looking forward to the serious part of the convention; to the many pleasurable entertainment features that have been arranged for our enjoyment; and to renewing friendships with the Charlotte people who have made the conventions through the years such delightful occasions.

HARLOTTE, OUR CONVENTION CITY, EXTENDS A HEARTY WELCOME

. . Association Officers Urge You to Attend .

PRESIDENT PHIL D. GATTIS,
of Raleigh



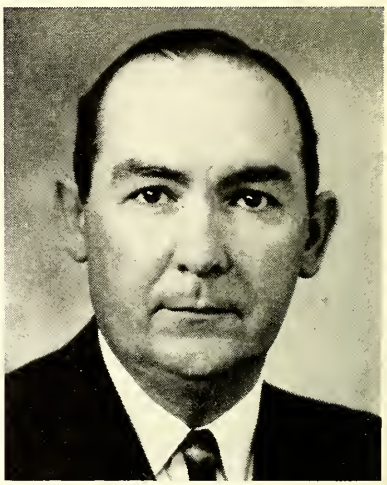
ACTING SECRETARY-TREASURER
I. W. ROSE,
of Chapel Hill

Highlights

of the

Business Side of the Convention

1. The President's Address
2. Addresses by Speakers of Natio Prominence
3. Novel and Interesting Program Papers and Queries Committee
4. The Fair-Trade Session
5. Practical Pharmacy and Dispe ing Hour
6. Reports of Committees and D gates



FIRST VICE-PRESIDENT JOSEPH
HOLLINGSWORTH
of Mount Airy

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lph P. Rogers, Durham ..... } *Vice-Presidents*
ul B. Bissette, Wilson ..... } *Vice-Presidents*
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M. Andrews, Burlington ..... *Assistant Secretary-Treasurer*
ice Noble, Chapel Hill ..... *Associate Secretary*
P. Lyon, Charlotte ..... *Local Secretary*
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M. Jarrett.....Biltmore
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RESOLUTIONS

R. A. McDuffie, *Chmn.*
Greensboro
W. R. McDonald, Jr.
Hickory
W. C. Ferrell.....Nashville
Ralph E. Kibler, Morganton
D. L. Boone.....Durham

PAPERS AND QUERIES

E. F. Rimmer, *Chmn.*
Charlotte
J. C. Brantley, Jr...Raleigh
Phil Link.....Reidsville

FAIR TRADE

C. C. Fordham, Jr., *Chmn.*
Greensboro
D. D. Hocutt....Henderson
E. C. Adams.....Gastonia
Warren W. Horne
Fayetteville
E. C. Daniel.....Zebulon
Ralph P. Rogers....Durham
J. G. Beard....Chapel Hill
F. O. Bowman, *Exec. Sec.*
Chapel Hill

MEMBERSHIP

lph Rogers, *Chmn.*
Durham
C. Ferrell.....Nashville
L. Hart..Southern Pines
C. Cecil.....High Point
I. White.....Burlington

PRACTICAL PHARMACY AND DISPENSING

I. T. Reamer, *Chmn.*
Durham
Carolyn Cox.....Greensboro
C. R. Whitehead...Ramseur
W. J. Smith.....Lenoir
Louis Holmes.....Charlotte

U. N. C. VISITATION

Paul Bissette, *Chmn.*, Wilson
R. I. Cromley.....Raleigh
Wilkins Harden....Raleigh
R. L. Hart..Southern Pines
R. I. Dailey.....Reidsville

Delegates

MERICAN PHARMACEUTICAL ASSOCIATION

C. Fordham, Jr., *Chmn.*,
Greensboro
C. Cecil.....High Point
s. Hollingsworth
Mount Airy
J. Suttlemyre...Hickory
R. Whitehead...Ramseur

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

J. A. Goode, *Chmn.*..Asheville
Jos. Hollingsworth
Mount Airy
Alternates
C. C. Fordham, Jr.
Greensboro
P. J. Suttlemyre...Hickory
C. L. Eubanks..Chapel Hill

U. S. P. CONVENTION

C. C. Fordham, Jr., *Chmn.*
Greensboro
Jos. Hollingsworth
Mount Airy
Carl T. Durham.Chapel Hill
Alternates
Ralph P. Rogers....Durham
Phil D. Gattis.....Raleigh

CHARLOTTE DRUGGISTS PLAN FOR 1940 CONVENTION

The Charlotte committees listed below have convention arrangements in charge. T have been working early and late to make the 1940 convention a success. Nothing has b left undone to insure one of the most successful meetings in the history of the Associati

R. P. Lyon, *Local Secretary*

Welcome

J. B. Hunter, *Chairman*
C. I. Webb
J. A. Monroe
T. N. Edwards
B. M. Stone
C. M. Crowell, Jr.

Registration and Information

J. S. Nance, *Chairman*
V. L. Riggsbee
A. T. Humphries
G. V. Lawrence
W. F. Craig

Publicity

E. F. Rimmer, *Chairman*
J. K. Civil
E. B. Eadie
Mrs. J. B. Hunter

Finance

F. H. Cline, *Chairman*
D. C. Lisk
T. C. Yearwood

Entertainment

L. M. Holmes, *Chairman*
T. E. Whitehead
H. L. Bizzell
R. S. Rittenbury
H. R. Stowe

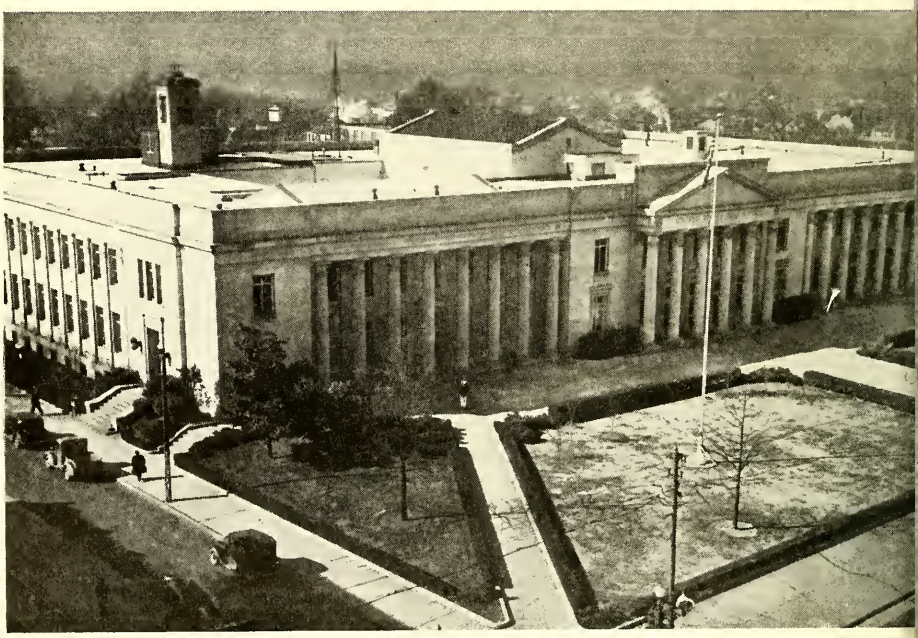
Prizes

T. H. Williams, *Chairman*
V. E. Stanley
S. P. Birkitt
R. E. Cornelius
J. K. Civil

Transportation

L. H. Stowe, *Chairman*
C. P. Pressley
W. D. Merriman
L. A. Bailey

T. C. Yearwood, *Treasurer*



U. S. POST OFFICE BUILDING AT CHARLOTTE

The Ladies Entertainment Committees

The Charlotte hostesses are looking forward with the greatest pleasure to welcoming entertaining the ladies attending the Sixty-first Annual Convention. We are listing w the committees appointed to take care of the visiting ladies and to make their stay he Queen City pleasant.

Hospitality

Mrs. Louis M. Holmes
Mrs. R. P. Lyon
Mrs. T. N. Edwards
Mrs. Joe A. Monroe
Mrs. J. K. Civil
Mrs. E. W. Farrior
Mrs. C. H. Smith
Mrs. W. R. Dixon

Mrs. J. W. Bennick
Mrs. F. Herman Cline
Mrs. E. F. Rimmer
Mrs. R. H. Marston
Mrs. Walter Scott, Jr.
Mrs. Phillip Van Every
Mrs. E. D. Butler
Mrs. T. H. Williams

Registration

Mrs. H. L. Bizzell
Mrs. R. E. Hunter
Mrs. Lester H. Stowe
Mrs. R. S. Everett
Mrs. E. F. Rimmer

Mrs. A. T. Humphries
Mrs. W. K. Gardner
Mrs. T. C. Yearwood
Mrs. C. W. Hagood
Mrs. T. N. Edwards

Information

Mrs. J. S. Nance
Mrs. Lee A. Bailey
Mrs. W. R. Dixon
Mrs. D. Clyde Lisk

Mrs. P. C. Day
Mrs. J. K. Civil
Mrs J. G. Barnette
Mrs. Vernon Godfrey

Transportation

Mrs. Lee A. Bailey
Mrs. D. R. Creighton
Mrs. Louis M. Holmes
Mrs. Lester H. Stowe
Mrs. Phillip Van Every
Mrs. F. Herman Cline
Mrs. E. W. Farrior

Mrs. Joe A. Monroe
Mrs. A. B. Ellerbee
Mrs. D. Clyde Lisk
Mrs. Earl Gardner
Mrs. C. W. Hagood
Mrs. T. H. Williams
Mrs. J. W. Bennick

Flowers

Mrs. J. G. Dawson
Mrs. J. K. Hand
Mrs. Lester H. Stowe
Mrs. J. W. Bennick
Mrs. R. E. Cornelius
Mrs. Louis M. Holmes
Mrs. H. L. Bizzell

Mrs. W. D. Merriman
Mrs. D. Clyde Lisk
Mrs. J. K. Civil
Mrs. J. S. Nance
Mrs. Harry R. Stowe
Mrs. Joe A. Monroe
Mrs. R. H. Marston

Gardens

Mrs. W. D. Tennant
Mrs. T. C. Yearwood
Mrs. T. E. Whitehead
Mrs. J. E. Bickley
Mrs. Verner Stanley
Mrs. B. M. Humphries
Mrs. T. H. Williams
Mrs. P. W. DeLaney
Mrs. S. P. Birkitt

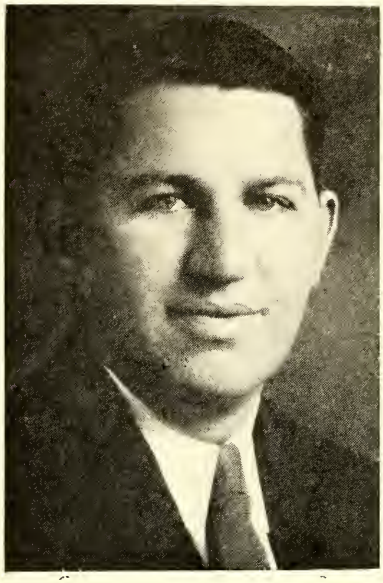
Mrs. George Bryant
Mrs. D. L. Wheeler
Mrs. R. T. Sanner
Mrs. J. M. Still
Mrs. J. L. Siske
Mrs. H. C. Wimberly
Mrs. Clyde Webb
Mrs. C. M. Crowell, Jr.
Mrs. W. F. Craig

Prizes

Mrs. T. C. Yearwood
Mrs. C. H. Smith
Mrs. Joe A. Monroe
Mrs. D. Clyde Lisk

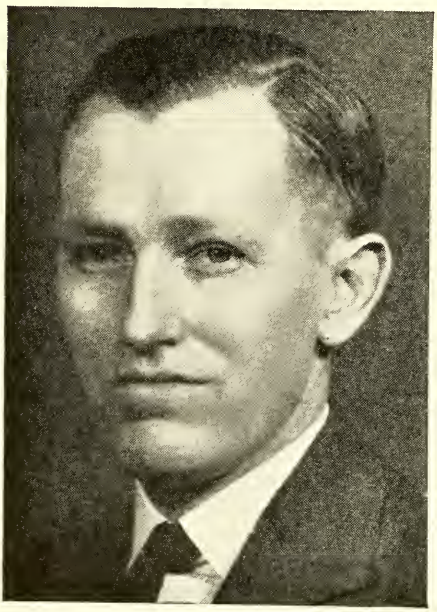
Mrs. C. W. Hagood
Mrs. Phillip Van Every
Mrs. Wm. A. Dunkley
Mrs. J. W. Bennick

Association Committeemen Who Will Have a Prominer Part in the Business Sessions of the Convention

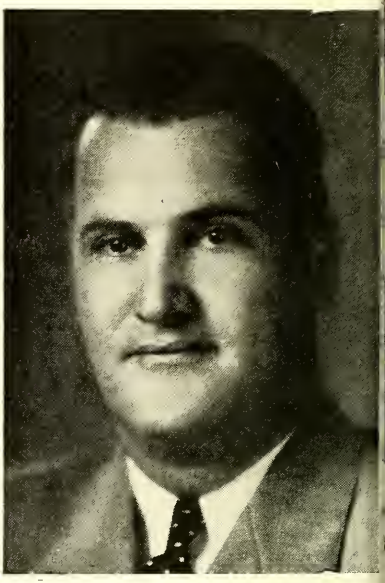


I. T. REAMER, of Durham
Chairman of the Committee on Practical Pharmacy and Dispensing

R. A. McDUFFIE, of Greensboro
Chairman of the Resolutions Committe



E. F. RIMMER, of Charlotte
Chairman of the Papers and Queries Committee



C. C. FORDHAM, JR., of Greensboro
Chairman of the Fair Trade Committ
Chairman of the Delegation to the 1939 ·
1940 A.Ph.A. Conventions and to the
U.S.P. Convention

Convention Program

OF THE

SIXTY-FIRST ANNUAL MEETING OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

THE BALL ROOM
THE HOTEL CHARLOTTE, CHARLOTTE

Monday, May 20

8:00 p.m.

eting of the Executive Committee of the Association in Room No. 1, Mezzanine Floor.

Tuesday, May 21

9:00 a.m.

Registration

The registration of delegates and visitors will be under the direction of sistant Secretary C. M. Andrews. A fee of $1.00 will be charged each son participating in the business and entertainment program. This fee itles the registrant to admission to every convention event. An appro- ate badge will be given each person registering. (The registration desk l be located in the Hotel Lobby.)

10:30 a.m.

st General Session of the Association and its affiliated bodies, the Traveling Men's Auxiliary and the Women's Auxiliary.

ty-first Convention of the N. C. P. A. Called to Order by President Phil D. Gattis.

enty-seventh Convention of the Traveling Men's Auxiliary Called to Order by President J. W. Bennick.

hth Convention of the Reorganized Women's Auxiliary Called to Order by Mrs. Haywood Watson, President.

ocation by Rev. W. M. Boyce, Pastor of the First Associate Reformed Presbyterian Church.

dress of Welcome on Behalf of the City of Charlotte by Mayor Ben E. Douglas.

ponse by Vice-President Jos. Hollingsworth.

dress of Welcome on Behalf of the Charlotte Druggists by Local Secretary R. P. Lyon.

ponse by Vice-President Ralph P. Rogers.

dress of Welcome on Behalf of the Charlotte Women's Auxiliary by Mrs. J. B. Hunter.

Response by Mrs. E. E. Thomas.

Announcements by Local Secretary R. P. Lyon.

Adjournment of Joint Session.

(There will follow immediately the First Session of the Association. Delegates a visitors from the two Auxiliaries are cordially invited to remain during this sessio

11:00 a.m.

Adjourned Session of the Association

Convention Called to Order by President Gattis.

Roll Call (a brief formality).

Reading of Minutes of Preceding Meeting (a brief formality).

Receipt of Resolutions:

(All of which must be in Writing and Submitted to Chairman R. A. McDuffie of Resolutions Committee.)

Presentation of Visiting Delegates.

Address of the President. Vice-President Jos. Hollingsworth will preside.

Address by E. C. Billheimer, Assistant Vice-President in Charge of Manufacturing, E. R. Squibb and Sons. Subject: "Recent Developments the Vitamin Field."

Awarding of Prizes.

For a period of thirty minutes at the beginning and end of each session prizes be awarded to both women and men who hold winning numbers and who are in room to present their matching numbers. This prize awarding will begin and promptly.

2:00-2:30 p.m.

Awarding of Prizes.

2:30 p.m.

Second Session

Convention Called to Order.

Reading of Communications.

Report of the Membership Committee by Chairman Ralph P. Rogers.

Receipt of Resolutions.

Appointment of Nominating Committee.

Appointment of Committee on Time and Place of Next Meeting.

Report of the Executive Committee.

Report of the Secretary-Treasurer.

Papers and Queries

The Program of the Papers and Queries Committee will consist of a consid ation of the subject, "Turnover." Chairman E. F. Rimmer and the t members of his Committee, J. C. Brantley, Jr. and Phil Link, v be in charge of the program. The subject of "Turnover" will considered from every angle and during the progress of the aftern papers will be read by well-known N. C. pharmacists, several surpris innovations will be introduced, and the program will conclude with address by some member of the staff of the Neilsen Drug Index (possi Vice-President L. O. Heideman.) The program will be both original a interesting and will furnish also constructive ideas for the success conduct of a modern drug store.

Awarding of Prizes.

9:00 p.m.-1:00 a.m.

roadcast in the Convention Hall featuring Dean Hudson and his orchestra followed by the President's Ball. The evening's entertainment is tendered through the courtesy of the "House of Lance."

Wednesday, May 22

9:30-10:00 a.m.

warding of Prizes.

10:00 a.m.

Third Session

onvention Called to Order.

eport of the Secretary-Treasurer of the North Carolina Board of Pharmacy.

eport of Attorney F. O. Bowman.

eport of the Delegates to the A. Ph. A. Convention by Chairman C. C. Fordham, Jr.

eport of the Delegates to the N. A. R. D. Convention by Chairman J. A. Goode.

eport of the Delegates to the U. S. Pharmacopoeial Convention by Chairman C. C. Fordham, Jr.

ddress by B. R. Mull, Manager, Trade Advertising, Eli Lilly and Co. Subject: "Inter-Professional Relations."

Fair Trade Session

eport of the Fair Trade Committee by Chairman C. C. Fordham, Jr.

eport of Executive Secretary F. O. Bowman.

Mr. Bowman will present a résumé of the activities of his Committee during the past year and then will discuss the subject of fair trade in general. At the conclusion of his remarks questions from the floor will be freely invited and the delegates are urged to participate in the discussion.

resentation of J. A. Goode, National Chairman N. A. R. D. Fair Trade Committee.

warding of Prizes.

2:00-2:30 p.m.

warding of Prizes.

2:30 p.m.

Fourth Session

onvention Called to Order.

ddress by Dr. Hubert Haywood, President of the N. C. Medical Society. Subject: "Professional Relations."

Section on Practical Pharmacy and Dispensing

eport of the Committee on Practical Pharmacy and Dispensing by Chairman I. T. Reamer.

After Chairman Reamer's report the following subjects will be presented by the authors indicated. At the conclusion of each paper there will be a discussion of the question and members are urged to participate in the debate.

"Trends in Pharmacy." By Ralph Clark, Director of the Pharma Service Department, Merck and Co.

"Your Prescription Department—An Asset or Liability." By Willi Junius Smith.

"New Accepted Products in Supplement II." By Hunter Kelly.

"Forty Years at the Prescription Counter." By John L. Howerton.

"Detailing by the Pharmacist—A Necessity for Future Dispensing By Sam McFalls.

Awarding of Prizes.

10:00 p.m.-1:00 a.m.

Dance tendered the N. C. P. A. and its guests at the Charlotte Country Cl by Burwell and Dunn and the Scott Drug Co.

Thursday, May 23

9:30-10:00 a.m.

Awarding of Prizes.

10:00 a.m.

Fifth Session

Convention Called to Order.

Report of the U. N. C. Visitation Committee by Chairman P. B. Bissette.

Report of the Student Branch of the N. C. P. A. by Secretary J. M. Picka

Report of the Legislative Committee by Chairman Paul H. Thompson.

Receipt of Resolutions.

Presentation of Pharmacist-Congressman Carl T. Durham, from the Si N. C. District.

Awarding of Prizes.

2:00-2:30 p.m.

Awarding of Prizes.

2:30 p.m.

Sixth Session

Convention Called to Order.

Report of the Committee on Time and Place of Next Meeting.

Report of the Assistant Secretary-Treasurer.

Report of the Resolutions Committee.

Report of the Nominating Committee.

Election of a Member of the Board of Pharmacy.

New Business.

Miscellaneous Business.

Installation of Officers.

Final Adjournment.

Immediately following adjournment there will be an important meet of the Executive Committee in Room No. 1, Mezzanine Floor.

7:00 p.m.-1:00 a.m.

The Traveling Men's Auxiliary will tender the convention a banqu floor show, and ball at the Armory Auditorium.

MAY-TIME IS CONVENTION TIME

By Alice Noble

Our Convention City

Charlotte's beginning was in Colonial
s, and its traditions are associated with
earliest aspirations for American inde-
lence. Its aspect today is of a busy
of the New South. It typifies the in-
rialization of the Carolina Piedmont
ı which it draws much of its life and
e. The business streets present a busy,
moving tempo, as the city is the trad-
center of a wide area in two States with
pulation of a half-million people.''

For Your Information

NFORMATION about all points of in-
st—in fact everything a visitor may
t to know—may be obtained from the
nber of Commerce, 123 W. 4th St., or
ı A. L. Bechtold, who has a desk in the
y of the Hotel Charlotte.

AXIS: Cruisers, 10c, baggage extra;
on call, four passengers 25c within
limits.

TY BUSES: Fare, 7c; meet on Inde-
lence Square.

RAFFIC REGULATIONS: No turns
Independence Square; 30 min. parking
owntown section; other regulations in-
ted by signs.

The Thrill of the Convention

n't it funny how each year as conven-
time comes around you have an inde-
able thrill? I have been going to the
ings for many a year but I am looking
ard to this one just as excitedly as I
he first one when I was scared to death
I wasn't a good enough stenographer
report a convention accurately. The
ght of seeing so many old friends and
ing new ones is a pleasant one, the
ness sessions are always interesting, and
entertainment program is so full of de-
ful affairs that anyone would be will-
to ''walk more than a mile'' to be on
. We hope everybody will be there!

Reports to Be Summarized

a recent meeting of the Executive
mittee it was decided that all reports
to be summarized instead of presented
etail. Of course, the complete reports
be printed in the Proceedings. The plan
not only allow the Association to get a
clear idea of the activities of each com-
mittee during the year, but it will leave
more time for the discussion of other mat-
ters of vital concern to the Association.

President and Secretary

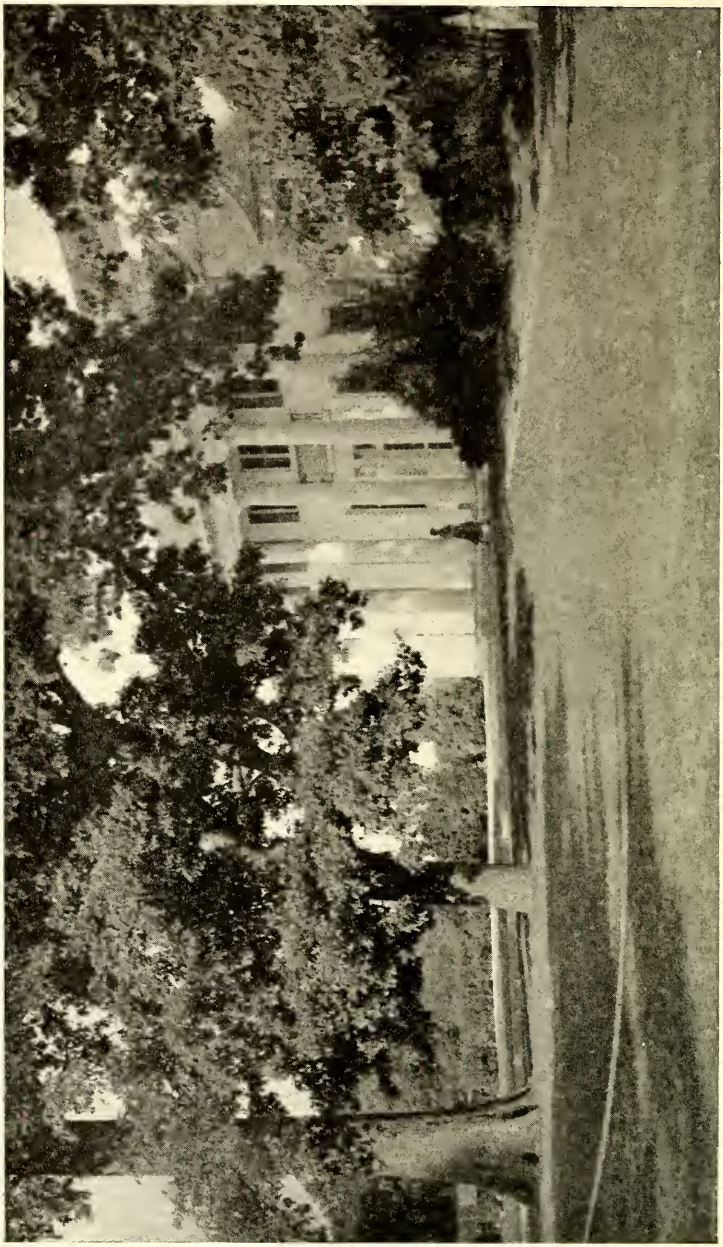
At the close of the 1920 Association meet-
ing in Charlotte, First Vice-President I. W.
Rose was elevated to the presidency. This
year he will serve as Secretary-Treasurer.
We are hoping that Mrs. Rose will have
recovered sufficiently from her recent auto-
mobile accident to be able to go to Char-
lotte with him. She is rapidly recovering
but is still confined to her room.

Turner Currens to Be with Us!

As our old friend Turner Currens, of the
House of Norwich, was busy cleaning up
his desk to sail for a four- or five-weeks
trip to South America the other day he took
time to write us that he hoped to be with
us at the convention. He will not get back
to New York until May 11, but he assures
us that he will let nothing stand in the
way of his attendance in Charlotte. We
are counting strongly on him—it has been
several years since he signed the registra-
tion book—too long in fact and we are
looking forward to having him with us this
time, and to his taking part in the discus-
sions of the business sessions. He has been
devoting a great deal of time recently to
the study of the subject of ''Vitamins,''
which he considers ''the biggest single
thing in the retail drug business today.''
We shall look forward to hearing what he
has to say on the subject.

We'll Miss You an Awful Lot!

We cannot end this page without saying
how much we are going to miss Dean J. G.
Beard at the convention. For nineteen years
(plus two summers) I have been connected
with his office and I know how much the
Association has meant to him as well as the
long and devoted service he has given to his
profession. And so I hope I may have the
privilege of joining his many friends among
the druggists of the State in expressing re-
gret that he will be unable to attend the
meeting this year and the hope that he may
derive much pleasure and benefit from his
leave of absence.



THE CHARLOTTE COUNTRY CLUB

COMMENTS ON THE CONVENTION

"For Ladies Only"

Come Early! Get Registered!

Then – for Three Days of Relaxation, Pleasure and Fun!

TUESDAY, MAY 21, at ONE o'clock—the main dining room of the Hotel Charte the women's entertainment festivities the convention will begin with—a beautily appointed **Patriotic Luncheon**—in-keepg with the 20th of May celebration. The nu, favors, and entertainment will be appriate to the occasion. You just MUST here for this lovely treat which is, by way, a courtesy of the Local Druggists! Then a few minutes to **visit the swanky pointed Ladies Lounge**—an entirely new ovation for a North Carolina Convention! re you may relax for a bit, powder your se, enjoy a smoke, and a soft drink—if u like—but hurry for we are off at Three for a **visit to two of Charlotte's most autiful estates**—featuring their lovely ower Gardens! And where, did you say? course, to the Morrowcraft Garden and rms—the show place of Mecklenburg unty, and to the Gardens of the M. L. nnon estate—one of Charlotte's loveliest d most exclusive show places!

We will get back shortly after five which ll give us time to relax for a few min-es, dress, and hurry to the convention hall nine to enjoy the thirty-minute **radio oadcast** featuring Dean Hudson and his mous orchestra. You will be interested in owing that this program will be heard all er the country through a national hook-. Immediately after this event there will the **President's ball**—we will dance until e and then to bed to rest up for another ely day. The entire evening's entertainnt will be given through the courtesy of he House of Lance."

WEDNESDAY MORNING — Eleven lock—sharp! **The Business Meeting of e Women's Auxiliary!** The ONE annual eting of the year, so don't you dare to ss it! Presiding will be our State Presint, Mrs. Haywood Watson, of Winston-lem. Important business, plus an intering program has been arranged—so come e—come all!

Following this meeting we will hurry out the Myers Park Club where a delicious d tempting **luncheon** will be given us rough the courtesy of the Southern iries, Inc., one of the South's largest and best known distributors. A number of prizes will be a feature of the entertainment as well as lovely favors!

Then we must rush back in time to get dressed for **Mrs. Van Every's tea**—Oh! yes, one of the loveliest homes you have ever been in—and one in which you get that real Southern Hospitality! A more gracious and charming hostess has never been born! And think of Mrs. Van Every doing all of this for the wives of the convention! (Her residence is located at 2620 Avondale Ave.)

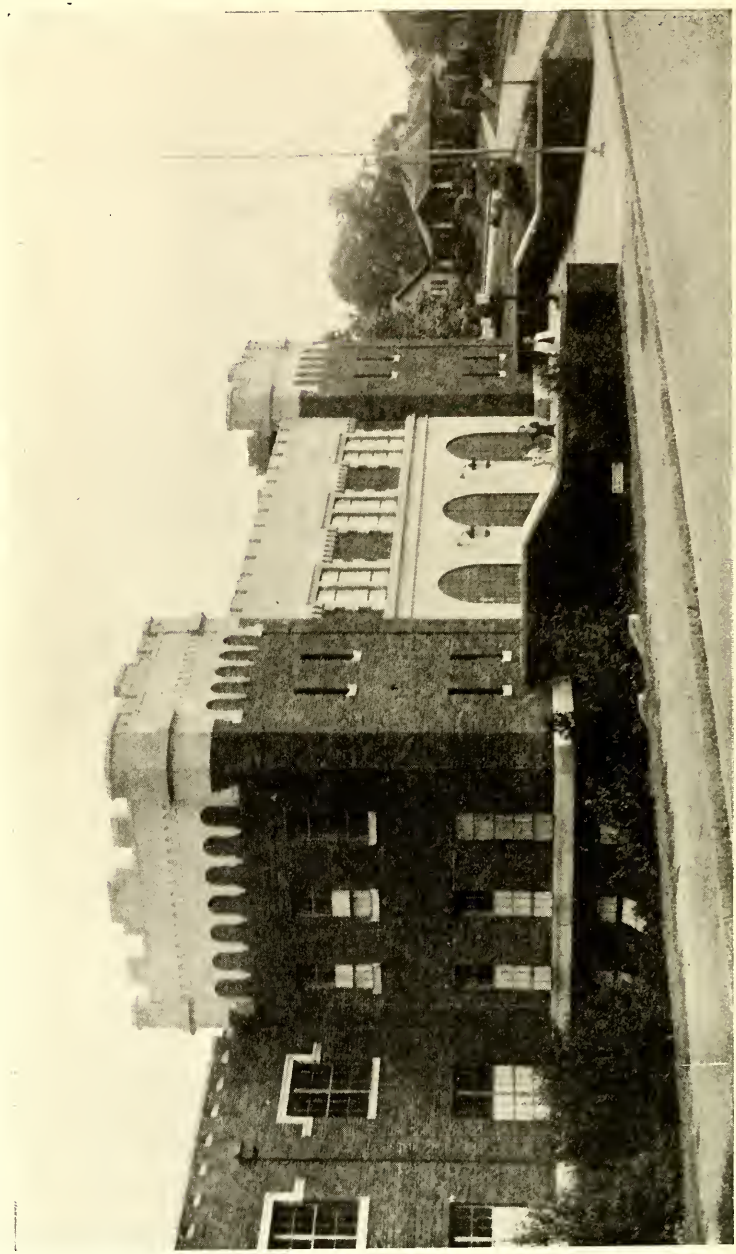
And what ARE you going to wear to the **Ball** tonight? You know it is to be given at the Charlotte Country Club through the courtesy of the big wholesale houses of Burwell and Dunn and the Scott Drug Co. It will surely be formal in that beautiful, stately, and dignified edifice! It doesn't begin until ten o'clock you know, so that will give us plenty of time to be beautifully attired before our escorts arrive!

THURSDAY MORNING—is the **Bridge Luncheon**—at the Charlotte Woman's Club—a courtesy of the Pet Dairy Products Company, nationally known for their delicious ice cream! The hour is—Eleven o'clock—and you MUST be on time in order to compete for your share of the many, many lovely prizes that Mrs. Yearwood, and her committee have been tying up for a whole month before the convention!

THURSDAY AFTERNOON—from Four to Six—I do hope you have saved your very prettiest dress and hat for the **Garden Party and Tea**—at the lovely Country Club again—this will be a courtesy of the Biltmore Dairy Farms and will be the last word in appointment and service. I hear that—Louis Sherry—is to share honors with the Biltmore Ices—so don't be surprised at anything! I'm warning you!

We will hardly have a minute to change from afternoon to evening attire for the **T. M. A.'s Banquet** at Seven—but hurry! for this is really the treat of your life—think of it! Three entertainments in one! And you dare NOT be late—they tell me those Traveling Men—are expecting 1,200 people—ARE YOU COUNTED?

(Signed) MADELINE HUNTER,
President Charlotte Druggists' Auxiliary



THE CITY ARMORY AUDITORIUM

Where the Traveling Men's Auxiliary Will Entertain the N.C.P.A., the Women's Auxiliary and Their Guests at a Banquet, Floor Show and Dance as the Final Entertainment Feature of the Convention

THE TRAVELING MEN'S AUXILIARY

OFFICERS

V. BENNICK.....*President*
R. WILLIS.....*Vice-President*
FLOYD GOODRICH.....*Secretary-Treasurer*
S LOUISE JONES.....*Assistant Secretary-Treasurer*

BOARD OF GOVERNORS

F. NEELY.....Five Years
L. SHREVE.....Four Years
L. HITCHCOCK.....Three Years
W. STONE.....Two Years
L. WEAR.....One Year

HIGH LIGHTS OF THE T. M. A. PROGRAM

Tuesday, May 21
10:30 a.m.
Joint Meeting with the N. C. P. A. and Women's Auxiliary.

Thursday, May 23
10:00 a.m.
Business Meeting.

7:00 p.m.-1:00 a.m.
The T. M. A. honors the N. C. P. A., the Women's Auxiliary, and their guests with a quet, floor show and ball at the Armory Auditorium.

J. W. BENNICK, of Charlotte
r. Bennick will not only preside over the ness sessions of the T. M. A. as presi-, but as a resident of the Queen City vill act as one of the official hosts of the ention.

J. F. GOODRICH, of Durham
As Secretary-Treasurer of the T. M. A., "Floyd" is always one of the busiest people at the convention. He has served in this capacity since 1931 and it wouldn't be a convention without him.

THE WOMEN'S AUXILIARY

OFFICERS

MRS. HAYWOOD WATSON, Winston-Salem.....*Presi*
MRS. E. F. RIMMER, Charlotte.....*First Vice-Presi*
MRS. T. G. CRUTCHFIELD, Greensboro.....*Second Vice-Presi*
MRS. E. E. THOMAS, Roxboro.....*Secretary-Treas*

HEAR YE! HEAR YE!

Members of the Women's Auxiliary

Those happy convention days will soon be here again. May twenty-first, twenty-second, and twenty-third are the days! Charlotte is the place!

Our business meeting will be held on Wednesday morning, May twenty-second, on the Mezzanine Floor of the Hotel Charlotte. Let's go on record as having the largest attendance in the history of our organization.

(Signed) NELL B. WATSON,
President, Women's Auxiliary.

MRS. HAYWOOD WATSON
President of the Women's Auxiliary

MRS. H. B. HUNTER
President of the Charlotte Women's Auxiliary

HOTEL ACCOMMODATIONS

harlotte is prepared to take care of all will attend our convention. The several ls offer splendid facilities and rates to guests, and druggists and their families ıld have no difficulty in securing the sort accommodations they wish. We would gest, however, that reservations be made y.

HOTEL CHARLOTTE

he Hotel Charlotte, which characterizes lf as "the largest hotel in the Carolinas," be convention headquarters. It offers following rates:

gle rooms—$3.50 to $6.00 per day.

ble rooms with twin beds—$5.50 to 7.00 per day.

THE SELWYN HOTEL

his hotel is exceptionally well located r near to convention headquarters. age storage free. The rates are:

gle rooms without bath—$1.50 and $1.75.

gle rooms with bath—one person—$2.00, 2.25 and $2.50.

ıble room—one double bed with bath—wo people—$3.00 and $3.50.

in beds with bath—two people—$4.00.

THE MAYFAIR HOTEL

The Mayfair hotel is situated at 237 N. Tryon St. It quotes the following rates:

Single rooms—$2.00, $2.25, $2.50 and $3.00 per day.

Double rooms—$2.75, $3.25, $3.50, $4.00 and $4.50 per day.

THE MECKLENBURG HOTEL

The Mecklenburg Hotel will also provide accommodations for guests and announces free automobile storage. With a "radio and electric fan in every room" the room rates are:

Single room without bath—$1.50 and $1.75 per day.

Single room with bath—$2.00 and $2.50 per day.

Double rooms—$4.00 and $5.00 per day.

The rates quoted above are all on the American plan, but meals may be secured in the coffee shops and hotel dining rooms as well as in numerous restaurants and cafeterias in the city.

If any druggist or visitor needs help in finding hotel or housing accommodations he should see or phone Mr. A. L. Bechtold in the lobby of the Hotel Charlotte or at the Chamber of Commerce. Phone 7207 or 2-0144.

A Word to the Men

ır Druggist:

Have you given thought to what your e gets from the convention—to what the men's Auxiliary as a body has to do h the convention? Suppose for a moment wives attend—that there was no Wo-n's Auxiliary. Do you think the con-tion could have grown to be the largest ended in the State without the women's operation? Would you be so keen to go each year if it was a stag affair? After all, the women are there to promote the interests of your profession. Give them a break—a few days diversion—and let them meet the helpmates of others in the same predicament you are in. The Auxiliary needs the support of all "Pharmacettes." Help us to help you by bringing your wife to Charlotte for the Convention!

(Signed) NELL B. WATSON,
President, Women's Auxiliary

Burdensome Prescription Inventories*

By H. C. McALLISTER

In the April issue of the Journal we discussed the problem of stocking and supplying the many new pharmaceutical specialties which are "flooding" the market at present. We also expressed the hope that the interest of the pharmacist might be crystalized to the point of finding expression at the annual convention of the N. C. P. A.

In pursuing this subject further it is our purpose to mention several plans for the solution of this problem which have enjoyed varying degrees of effectiveness in other localities.

The success of these pharmaceutical specialties has been due primarily to four things:

1. Convenience of prescribing for the physician.

2. Lack of training on the part of the physician to write prescriptions for the type of medication he desires.

3. Intensive "detailing" of physicians by representatives of pharmaceutical manufacturers.

4. Lack of uniformity of compounded prescriptions.

There are no doubt other contributing factors, but the four mentioned are most important. Many readers will probably take issue with us on No. 4, but we have investigated this point and have found grounds for objection. Any program designed to effect a change in the type of medicinals distributed must consider this phase of the problem.

As was mentioned in our preceding discussion, we do not oppose any contribution made through the introduction of more effective agents or more effective efficient methods of administration. Our objection is to the introduction of unnecessary combinations of established drugs and the duplication of these or other new agents already introduced by some other company (usually one who has expended large sums for investigative work). The items that make up this classification cause the greatest amount of confusion and are responsible for largest increase in the number of prep tions in the prescription stock. It se therefore, that this variety of products quires our special attention if we ar improve our pharmaceutical service to public and become more effective aids to physician.

Examination of the formulae of many these unnecessary preparations reveals they are similar in many respects to official products or combinations of t any of which could be obtained by the sician if so ordered on a prescription. explanation of why they are used so ex sively may be found in the first three po mentioned above. It is reasonable to pose that if we as retail pharmacists able to satisfy the requirements of t three points and correct the fourth an less cost to the patient, our program w be successful. There have been sev methods proposed to meet these requ ments and are in use in other states successes commensurate with the efforts pended in their behalf.

The American Medical Association realized the need for such a program with the co-operation of the American P maceutical Association has had it un way for several years. However, few tail pharmacists have made it available their localities. An outline of this prog is as follows:

1. Every other week there appears in *Journal of the A. M. A.* an article on treatment of some type of condition, such "Upper Respiratory Infections," by a rec nized authority, and prescriptions are s gested.

2. Reprints of these articles are availa to the retail pharmacists through the A. A. in a suitable form to be placed i binder.

3. These reprints are presented to physicians by the pharmacists with sam of the compounded prescriptions, if desi

This program serves many purpo

(Continued on Page 70)

* The first part of this article appeared in the April issue.

News Notes from Here and There

reporter writes that he had a long talk ntly with **Col. W. A. Brame,** who had returned from Florida. The Colonel is king fine and glad to be home again.

Under the leadership of **President Lon sell,** the Greensboro Drug Club has been e active this year. On the evening of rch 15 the group gave a dance in the room of the O. Henry Hotel. The doc- of the city were invited as special sts. Arrangements for the delightful af- were in the hands of **Steve Frontis** and **s Carolyn Cox.**

ormer **Druggist-Senator P. A. Lee,** of n, has announced his candidacy for the e house of representatives on the Demo- ic ticket.

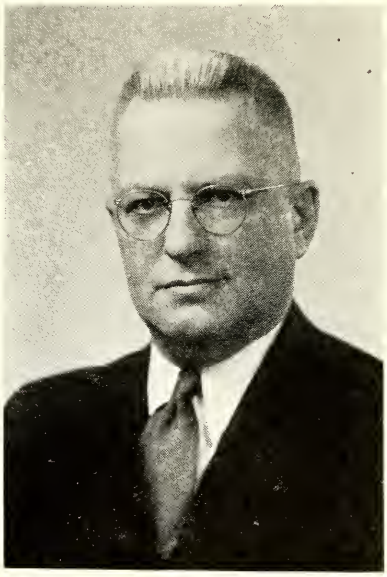
fter a few months "leave of absence," ing which negotiations for a new lease to be completed as well as the necessary struction taken care of, the Walgreen pany re-opened in Greensboro on March at 218-222 S. Elm St. More than 7,000 are feet of floor space are utilized. **gustus G. McCartney** is store manager the prescription department is in charge **Jas. C. Coble.**

e were disappointed to miss **Rob Roy eland,** of Ahoskie, when he visited our es a few days ago. His card stated that came at one-thirty. He really should e known that this was "central North olina lunch hour" and dropped down to house to "break bread with us." We ld have been so glad to have had him.

he following item from a recent issue the *Greensboro Daily News* will be par- larly gratifying to Journal readers: e condition of **C. N. Herndon,** former -known druggist, of Greensboro, is ving gradual improvement in Hotel 1, Catholic hospital at New Orleans, re he has been a patient the greater of the past three months. A message he *Daily News* from Mrs. Herndon, who mpanied her husband to New Orleans December, told of his gradual improve- t in health but also said she had no idea n he would be able to leave the hos- l."

Miss Celia Durham, daughter of **Congressman Carl T. Durham,** was one of twenty-seven young women who were elected members of the Alpha Chapter of Phi Beta Kappa at the annual exercises conducted at the Woman's College of U. N. C., on March 26.

The March, 1940 issue of the *Alumni Review* (U. N. C.) carried on its cover page a photograph of **Dean J. G. Beard** sitting at the desk in his office in Howell Hall. A sketch of the Dean in the editorial columns calls attention to the professor's thirty-one years of teaching at Chapel Hill and enumerates his activities in behalf of his profession. Continuing the editor says, "It is appropriate that Dean Beard's photograph appears on the cover the month he begins his leave of absence and we join the School of Pharmacy Faculty of five and others of its special staff, its 149 students, and the 1,109 registered pharmacists in North Carolina in wishing the Dean during his leave a good rest and *bon voyage!*



B. R. MULL, of Eli Lilly and Co.
Will Address the Convention on "Inter-Professional Relations"

S. W. McFalls, of Newton, who completed all work at the State University for the B.S. in Pharmacy degree at the end of the Winter Quarter, is now connected with the Crutchfield Drug Store in Greensboro.

C. E. Bolinger, formerly with the Charlotte St. Pharmacy, of Asheville, is now with Eckerd's Drug Store in the same city.

J. B. Hunter, of Charlotte, has become associated in partnership and management with **R. P. Lyon** in the Myers Park Pharmacy in the Queen City. Mr. Hunter was formerly with the Park Place Pharmacy.

E. C. Adams is the newly elected president of the Gaston County Merchants Association.

A. R. Moore, of Wilson, has been named Chairman of the Retail Merchants Division of the Wilson Chamber of Commerce.

Charlotte drug salesmen have organized a local club known as the Charlotte Drug Travelers. The officers are *President*, **M. W. Stone**; *Vice-President*, **J. G. Dawson**; *Secretary*, **C. H. Smith**; and *Treasurer*, **J. W. Bennick.** Meetings are held during a luncheon at 1:15 P.M. on the first Saturday of each month. All drug salesmen of the State are invited to attend the meetings as visitors.

J. D. Bain, of Clayton, has applied for membership in the State Association.

The Durham Drug Club held a barbecue dinner on the evening of March 27.

J. P. Tunstall, formerly with O'Neal's Drug Store, in Belhaven, has accepted a position with Tayloe's Drug Store, of Washington, as prescriptionist.

In a recent issue of the JOURNAL we mentioned that the Smith Brothers Drug Co. was moving from Greensboro to Raleigh. This was an error. We thought the source of our information was reliable and we wish to apologize to the company for the error. J. P. Smith, president of the firm, writes: "We have leased temporary quarters at 524 Prescott St., Greensboro, and are now making plans to build a plant to house our laboratory and offices outside the city on Route 220. We hope to break ground for this new building about the middle of April, with the further hope that we will be able to occupy it by the middle of June."

Friends will be distressed to learn that **M. B. Melvin,** of Raleigh, had to go t Philadelphia hospital for some time was forced to undergo an operation on vocal cords. He has now returned to home and hopes to be back at work sho The day after he went to the hospital G **Honeycutt,** who is associated with hin the prescription department of the Cron Melvin store in the Sir Walter Hotel bu ing, was taken ill and compelled to g the hospital. He is out again now, howe and is back at work.

President Gattis has announced that revised list of delegates from the N.C. to the U. S. Pharmacopoeial Conventio as follows: **C. C. Fordham, Jr.,** of Gre boro, **Jos. Hollingsworth,** of Mount A and **Carl T. Durham,** of Chapel Hill. **R P. Rogers,** of Durham, and **Phil. D. Ga** of Raleigh, will serve as alternates.

Hamilton Polk Underwood, Jr., of etteville, has been initiated into Rho honorary pharmaceutical fraternity. Underwood is the son of **"Ham" Ur wood,** for many years popular represent of the Upjohn Co. in this State and pr nent in the T.M.A. The father is still nected with Upjohn with headquarter Washington. His son is completing third year in pharmacy at the State versity where he has taken prominent influential part in student activities.

Officers-Elect of the N. C. P. A

The following officers, elected by m ballot in 1939, will be installed at last session of the Charlotte conventic

President

Joseph Hollingsworth, Mount Airy

Vice-Presidents

Ralph P. Rogers, Durham
Paul B. Bissette, Wilson
W. Moss Salley, Asheville

Members of the Executive Committe

P. J. Suttlemyre, Hickory
(term expires 1941)
C. C. Fordham, Jr., Greensboro
(term expires 1942)
Phil D. Gattis, Raleigh
(term expires 1943)

ss Lucile Gillespie, of Burnsville, has pledged to Kappa Epsilon, national en's pharmaceutical fraternity. Miss spie is a member of the second year in pharmacy at the State University.

Robt. Davis has moved his drug store arion to a new location. It is operated r the name of the Lake City Drug .

an Tainter is opening a new drug store ie location formerly occupied by the City Drug Store. This will make two stores in Marion owned by Mr. Tainter.

lson Simmons, formerly with the Lutz Store, of Hickory, has accepted a po- with the Patterson Drug Co. in ton-Salem. He will be succeeded in ory by **L. S. Sullivan,** who has been Swaney's Drug Store in Winston- for the past several months. Before to the Twin City he was connected the Economy Drug Co., of Hickory.

e N. C. P. A. is in urgent need of the wing volumes of its Proceedings to lete its files: Nos. 1 (1880), 3 (1882), (1881-1893), 18 (1897), 25 (1904), 28 '), 30 (1909). If any one can furnish several, or all of these issues we shall ciate the gift very much.

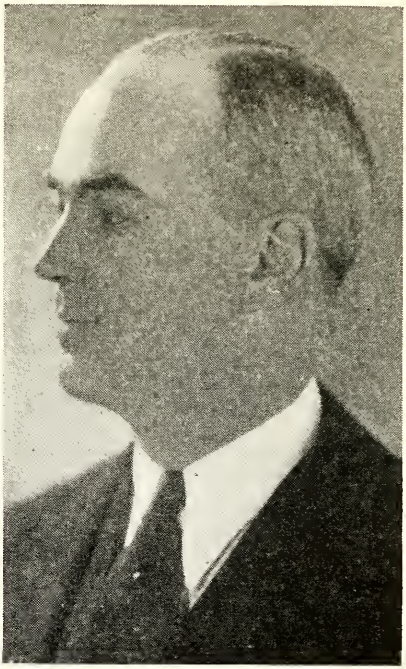
E. Davis, Jr., for several years with sheboro Drug Store and the Standard Store, of Asheboro, has accepted a on with the Randleman Drug Store, ndleman.

e following item from a recent issue e Hickory paper will be of interest to NAL readers: "**Mayor Ed Haupt** and amily, of Newton, probably were the persons in the United States to be ed in the 1940 census, for their sched- vas completed at five minutes after ght on the first day of the check-up. miug a minute after the 'zero hour,' numerators wound up both the popu- and the housing figures in record Credit for the stunt belongs to Fred , of Newton, assistant supervisor for ensus in the Tenth Congressional dis- who planned it secretly several weeks A picture appears in the same paper just after the completion of the family canvass showing Mr. Haupt and his family and also the census officials.

We have just learned that **A. K. Hardee, Jr.,** of Graham, is now associated with Futrelle's Pharmacy, in Wilmington.

An Apology

In the April issue of the JOURNAL we carried an account of the visit of a large party, composed mostly of students of pharmacy at the State University, to the laboratories of Parke, Davis and Co. in Detroit. We failed to mention, however, one of the very nicest features of the trip. **B. F. Page,** of the W. H. King Drug Co., of Raleigh, with his usual generosity, sent a check to the University authorities to take care of the meals of the students on the journey. While in Detroit they were guests of Parke, Davis. This financial assistance of Mr. Page made it possible for many of the group to take the trip and we are very sorry indeed that we failed to mention his thoughtfulness in our previous issue.



DR. HUBERT HAYWOOD, of Raleigh
President N. C. Medical Society, Who Will Address the Convention on the Afternoon on May 22

Marriages

Mr. and Mrs. Otis Millis Crawford, of Chapel Hill, announce the marriage of their daughter, Ruth, to **Lovett Aldin Warren, Jr.**, of Garland and Wilmington, in the First Baptist church on the evening of April 27. Mr. Warren is the son and namesake of **L. A. Warren, Sr.**, pharmacist of Garland. He graduated from the State University last June with the degree of S.B. in Pharmacy and passed the State Board of Pharmacy examinations a few days later. Since that time he has been associated with Hall's Drug Store, of Wilmington, and the young couple will make their home at 210 Forest Hill Drive in the Cape Fear city. The wedding, coming as it did during the week-end of the School of Pharmacy dances, caused considerable interest among the students and alumni, many of whom had been in the University with the bridegroom. A large number of those attending the dances were present for the wedding.

North Carolinians were particularly interested in the announcement of the marriage of Miss Geneva Helen Surratt, of Washington, D. C., and Spencer, and **Rowland Jones, Jr.**, on March 21, at St. A Episcopal church in Washington. The is a graduate of the University of and is well known to many of the yo pharmacists. Mr. Jones is originally South Dakota but has for some time the Washington representative of N.A.R.D.

R. W. CLARK, of Merck and Co.
Will Receive a Warm Welcome as He Returns to N. C. on His First Official Visit

Deaths

C. A. Crabtree, of Durham, aged 67, on the morning of April 7, at his ho Durham from a complication of dis with which he had suffered for the pa months. He was licensed as a pharn in 1895 and was for many years engag the drug business. He retired several ago to enter the real estate field. H a former county commissioner and a ber of the Junior Order and Knigh Pythias.

BURDENSOME PRESCRIPTION INVENTORIES

(Continued from Page 66)

Among other things it reviews the ment of a particular condition for the sician by one recognized as outstandi his own organization. It gives the macist the opportunity to show the p cian the type of preparations dispens his store. It further gives him the o tunity to contact the physician on a fessional basis and to acquaint him the many professional services he aside from compounding prescriptions.

Several state associations have under to solve the problem in the same basic ner. Suggested prescriptions, made up committee of pharmacists, are printe standard filing cards which fit into a metal box. This box, having printed it the name of the physician, is present him by the pharmacist. Periodically o more cards are added to the box and a same time samples of the compounded scriptions are left with the physician. method has the advantage of being convenient to use but does not have th vantage of being endorsed by the me association. It seems that some system bining the merits of the two should o the attention of the pharmacists of State. We should like to hear from the the convention.

Univ. of Ill. School of Pharmacy.
[illegible]
[illegible] Ill.

Vol. XXI No. 6

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

June, 1940

PHARMACY LIBRARY

The Druggists of the Sixth Congressional District

Proudly Anncunce the Re-Nomination of

PHARMACIST CARL THOMAS DURHAM, of Chapel Hill

as the Democratic candidate for the House of Representatives, and join the 1,128 pharmacists in North Carolina in congratulating Congressman Durham on his splendid victory and in pledging to him their loyal support.

WE PAY HIM—but he works for You!

● According to medical history, the first accurate report of a case of pernicious anemia was made in 1822. For more than a century thereafter the disease continued to be almost universally fatal. Arsenic and transfusions were used, but did little more than postpone the issue. Then in 1925 came the studies of Whipple and Robscheit-Robbins, followed by the work of Minot and Murphy, which soon led to the liver extracts so widely prescribed today.

Eli Lilly and Company is proud to have had a part in this development. It was the Lilly man in your territory who first placed liver extract, in any form, at the disposal of your physicians. His work has continued without interruption, and during the month of May he is featuring liver extracts in all his professional interviews, with special emphasis on 'Lextron' (Liver-Stomach Concentrate with Ferric Iron and Vitamin B Complex, Lilly) and 'Reticulogen' (Parenteral Liver Extract with Vitamin B_1, Lilly). It will pay you to co-operate with your Lilly man. He works for you, never against you. That is the Lilly Policy.

About thirty years ago H. L. Blankenbaker left his native Kentucky to enroll in Purdue University College of Pharmacy. Four years later he left Purdue with a degree in pharmaceutical chemistry, and a charming wife whom he met while a student.

Mr. Blankenbaker is now in his twenty-third year as a Lilly representative in the city of St. Louis. Mound City pharmacists thoroughly appreciate his years of effort in their behalf.

ELI LILLY AND COMPANY

PRINCIPAL OFFICES AND LABORATORIES, INDIANAPOLIS, INDIANA, U.S.A.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE
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I. W. ROSE, ACTING MANAGING EDITOR

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Vol. XXI — JUNE, 1940 — No. 6

Officers of the North Carolina Pharmaceutical Association for 1940-41

resident, also Chairman of Executive Committee.....Jos. Hollingsworth, Mt. Airy
cting Secretary-Treasurer.....I. W. Rose, Chapel Hill
ecretary-Treasurer N. C. Board of Pharmacy.....F. W. Hancock, Oxford
eneral Counsel, also Executive Secretary Fair Trade Committee.....F. O. Bowman, Chapel Hill

The Sixty-first Annual Convention

The sixty-first annual meeting of the N. C. P. A. was a huge success. The registra- books were signed by 944 persons and at each session the convention hall was filled delegates who took an interested part in the deliberations.

President Gattis made a fine presiding officer and the several committee chairmen lled their assignments in splendid style. Interesting and instructive programs were ented by the Papers and Queries Committee under the leadership of Chairman Rimmer by the Committee on Practical Pharmacy and Dispensing under the direction of rman Reamer. The papers covered a wide range of thought and showed careful study. ked interest was displayed in the professional side of pharmacy and there were a ter number of papers presented on this subject than ever before.

The several guest speakers contributed an inspiring and helpful part to the program. the first time in the history of the Association the President of the N. C. Medical ety was present and addressed the convention. We are deeply indebted to Dr. Hubert wood for coming to us and for his address on "Professional Relations."

Several other speeches stand out as high lights in the program, notably the Presi- ial Address of Phil Gattis, the addresses of E. C. Billheimer, Assistant Vice-Presi- t in Charge of Manufacturing of E. R. Squibb and Sons, and Turner F. Currens, -President of the Norwich Pharmacal Co., both of whom spoke on the subject of tamins," the first from a scientific angle and the second from a commercial stand- nt; the speeches of Vice-President, L. O. Heideman, of the Neilsen Drug Index; of R. Mull, Manager, Trade Advertising, Eli Lilly and Co., on "Inter-Professional Rela- s;" of Ralph Clark, Director of the Pharmacy Service Department, Merck and Co., "Trends in Pharmacy," and the talk of Carl Goerch.

Every one was delighted that Pharmacist-Congressman Carl T. Durham arranged his y schedule so as to be present. His timely remarks brought round after round of lause from his fellow druggists.

The Women's Auxiliary announced that they had added $162.00 during the year to r Loan Fund for needy pharmacy students at the State University.

The Student Branch had a splendid display just outside of the convention hall and resentatives of the organization were in attendance. Two of the members presented ers before the Practical Pharmacy and Dispensing Section and the report of the Secre- y showed that the Branch has had a most successful year.

Secretary Rose reported that there are now 857 members in the N. C. P. A. The owing new members were accepted at the Charlotte meeting: Shelton B. Boyd, of h Point; Thomas M. Bruce, of Hot Springs; Marion M. Edmonds and Henry M.

Gaddy, of Charlotte; George W. Honeycutt, of Raleigh; J. B. Hunter, of Charlotte; L. L. Holland, of Albemarle; and H. P. Waynick, of Burlington, as associate memb

Secretary F. W. Hancock, of the Board of Pharmacy, announced that there are 1, pharmacists in North Carolina and 910 drug stores. There are 18 women pharmac and 58 hold assistant pharmacist licenses.

Fair Trade occupied a prominent part in the convention proceedings: "If we are keep Fair Trade we must give it the support to which it is entitled."

Winton Blair Rankin, of Boone, won the Beal Membership Prize for 1939.

The Association acted favorably upon the following matters: (1) The fiscal year be identical with the calendar year; (2) the Secretary is to visit every drug store betw conventions; (3) Pharmacists who have reached the age of 65 are to be given I Memberships in the Association; (4) Members of the Board of Pharmacy are to be elec for a five-year term (as formerly) but such members cannot succeed themselves. T provision will not prohibit the re-election of any member of the present Board for additional term.

Regret was expressed on all sides that J. G. Beard had resigned as Secretary-Treasu of the Association and as Managing Editor of the JOURNAL. Suitable resolutions w sent to him in appreciation of his long and splendid service. He was made histo of the Association and in this capacity will be custodian of the historical and biograph material of the organization.

Floyd Goodrich, the genial and efficient secretary-treasurer of the T. M. A., greatly missed at the convention. Friends were distressed to learn that he was ill home with pneumonia and many messages of sympathy were sent to him.

The following officers of the Association were installed at the final session: Presid Jos. Hollingsworth, of Mount Airy; First Vice-President, Ralph P. Rogers, of Durh Second Vice-President, Paul B. Bissette, of Wilson; Third Vice-President, W. M. Sal of Asheville; and Member of the Executive Committee for a Three-Year Term, Phil Gattis, of Raleigh. (The two elected members of the Executive Committee who are be continued from last year are P. J. Suttlemyre, of Hickory, and C. C. Fordham, of Greensboro.) M. B. Melvin, of Raleigh, was re-elected as a member of the Board Pharmacy.

The T. M. A. elected the following officers: President, C. H. Smith, of Charlo Vice-President, M. B. Moury, of Greensboro; and Secretary-Treasurer, J. F. Goodr of Durham.

The Women's Auxiliary chose the following: President, Mrs. J. K. Civil, of C lotte; First Vice-President, Mrs. C. A. Ring, of High Point; Second Vice-President, E. P. Crawford, of Lenoir; Secretary-Treasurer, Mrs. H. L. Bizzell, of Charlotte; Parliamentarian, Mrs. D. D. Hocutt, of Henderson.

The following are the nominees for offices for 1941-42 to be voted upon by ballot within the next month: For President, Wade A. Gilliam, of Winston-Salem, Ralph P. Rogers, of Durham; For First Vice-President, Paul B. Bissette, of Wilson, John C. Brantley, Jr., of Raleigh; For Second Vice-President, W. M. Salley, of A ville, and E. H. Tate, of Lenoir; For Third Vice-President, T. G. Crutchfield, of Gre boro, and Jas. I. White, of Burlington; For Member of the Executive Committee f Three-Year Term, Jos. Hollingsworth, of Mount Airy, and R. P. Lyon, of Charlotte.

The 1941 convention will be held in Durham, the date to be determined later.

And then last, but by no means least—the entertainment program. Local Secre R. P. Lyon and his committee of Charlotte druggists, assisted by Mrs. J. B. Hu and her several entertainment committees, had every detail arranged for a most cessful convention. The T. M. A., the House of Lance, Southern Dairies, Burwell Dunn, the Scott Drug Co., Pet Dairy Products Co., the Biltmore Dairy Farms, and ot entertained us royally. The social features were many, varied and delightful. express it simply—each and every one of us had a wonderful time and we are de indebted to our several hosts and hostesses.

Limiting Sales

By B. C. MOORE, of Rocky Mount
(One of the 80% class)

ere was carried in the March issue of the AL a letter from a JOURNAL reader under ption, "Favors Limiting Sales of Barbitu- to Prescriptions." Mr. Moore has sent in rticle below in answer to this letter. The AL has always published gladly unsolicited s expressing the views of its readers and in ith this policy we are carrying the contri- that follows.—Ed.)

ish herein to answer the article which red in the March issue of the JOURNAL e question of limiting sales of barbitu- to prescriptions only.

such is to be done would it not be wise clude in the requirement sales such drug items as cigarettes, sandwiches, tooth- , C. C. pills, Lysol, carbolic acid, and oride tablets? Wouldn't it be wise to include cartridges and gun shells? can easily visualize the great amount oney all this would bring to the pre- tion writer.

seriously challenge any person reading to show me a single narcotic addict through any other than the prescrip- route. Once landed in the addict column ay of prescription, the unfortunate one, hcr with all of his relations and busi- associates, is penalized for his con- nce of the use of the drugs until only n relieves the situation. It is a matter ecord that of the 105 deaths due to the f Sulfanylamide Elixir, exactly 100 of came by way of the prescription route.

n't it actually true that the retail drug ness is so abused and restricted by lob- g and undercover work that the situa- is now almost unbearable? If such con- es, as is now the vogue, just how many s will it be before a few rich firms con- all of the business?

can't resist offering just a few illus- ons which I think will show you how wealthy drug firms in collusion with manufacturers are so easily taking ad- age of their position. Naturally they claim and advertise that such is pos- by reason of their buying power.

st three weeks ago the salesman of of the largest and best-known manu- facturing drug firms came in to see me and to notify me that in two days I would be prosecuted should I sell a certain brand of their tablets in their boxes of 1 dozen for less than 25c. At the very same time this firm was allowing one, whom I choose to call their "pet cutter," to flood the town with them at the rate of 6 1-10c per dozen. (For the benefit of the editor I am herein enclosing an advertisement to prove this statement.) I asked the salesman to give me the price on the size quantity this "pet cutter" was getting, but the gentleman acknowledged that he did not know. I guess that such must be a secret! I wonder why?

The Fair Trade Act (H. R. 8442) reads as follows: "That it shall be unlawful for any person engaged in commerce; in the course of such commerce, either directly or indirectly, to discriminate in price between different purchasers of such commodities of like grade and quality."

Another illustration of a flagrant violation of the spirit of this Act: A retailer was sued by a manufacturer for the selling of Insulin at a few cents cut rate but during the proceedings the manufacturer was selling the druggist its cold capsules in quantity lots at the rate of 20 capsules for 51c with a resale price as low as 80c while I, engaged in the same business, must pay, as a competitive retailer, $1.02 for a like number with an indictment if I resold them for less than $1.50 for the same 20 capsules.

It is my honest opinion that we 80% of the 860 licensed drug stores in the State, who come in a capital stock bracket of $15,000 or less should organize a **Druggist Retail Protective Association,** independent of all other associations, for the purpose of fighting for our legal and our moral rights now covered by laws already passed. We should have an association so well organized that we will be able to get an audience with the administrator of the Fair Trade Act or any manufacturer who is now and

(Continued on Page 83)

"BURDENSOME PRESCRIPTION INVENTORIES"

Biltmore, N. C.,
May 2, 1940.

To the Editor:

I read with great interest Mr. McAllister's article in the April issue of the JOURNAL entitled, "Burdensome Prescription Inventories." I am not a drug store owner but I do have an active interest in my profession and I have put much thought and time into the "Specialty" problem in an effort to understand clearly why the doctor insists upon prescribing specialty products that wholly contain, or are mainly composed of, U. S. P. or N. F. products. Such products are trade-marked and the patient pays a premium for them. Without a doubt such preparations entail a greater expense to the patient and the pharmacist bears the brunt of the customer's complaint about high priced medicine. To cite an example: consider the cost of a prescription for Elixir Phenobarbital, N. F., or Phenobarbital Soluble in Aromatic Elixir against the cost of several almost identical specialty products presented to the physician under a trade-marked name.

The advertising used by the manufacturers in bringing the product to the attention of the doctor through the various medical journals and by personal detail work, employs the same psychology that sells "mamma" and "poppa" their soap, shoe strings, tooth paste and radios. I believe this to be one factor in the problem: the doctor succumbs to the high-pressure advertising methods of the manufacturer. When we read these advertisements carefully we are given the impression that the manufacturer is attempting to do the prescribing of medicine for the doctor. But after all, the object of the manufacturer is to do the best possible job of selling. That's business.

Why must there be thousands of specialties when (with few exceptions) the same product with the same therapeutic effect can be obtained by a prescription of official drugs and chemicals? Such a prescription would also have the advantage of giving the particular patient the exact amount of medication needed. I have interviewed several doctors and dentists upon the subject and I have found their answers pretty clearly defined. All of those interviewed were of the same opinion and their views can be expressed in the statement of an ear, eye, nose and throat specialist. He declared believe the prescribing of specialties i to the lack of time to write a preseri to be compounded. It is much easi write off a specialty instead of takin time to write a prescription to be pounded. It is true, however, that the product in a number of cases could be ten out of the U. S. P. and N. F." A tor of dental surgery explained that reason for using specialties was chiefly to the personality and salesmanship o detail man.

The doctor first quoted also made a gestion to remedy the necessity for floo prescription stocks with specialties. Leg tion might be obtained, or at least a posal should be made to the manufactu backed by the State Association, that take up unused stock after a period o to twelve months and refund the pha cist's money. It should be stated tha creating the product and a sale for it a period of time), the manufacturer sh be responsible for the preparation. druggist has to stock numbers of such i out of self-defense. The manufact knows that a doctor's demand for a p aration will force the druggist to s even the "popular-for-a-day products."

In the light of this information I lieve that we must hold the manufactu responsible and take the problem to th In discussing this question with the sev physicians I called upon I found out they were willing to support and co-ope with any individual or group that use little pressure and perseverance in persu ing him to do business with such comp If the detail man can accomplish this f salary why cannot the druggist gain same and for the sake of his professio

In the Practical Pharmacy Edition of April issue of the *Journal of the Amer Pharmaceutical Association* several inter ing ideas may be found in the sect "Committee on Professional Relations, Th Report." The article tells what other st and groups are doing to gain a closer r tionship with the physician.

If anything I have said in this art will be of any service in lighting up specialty problem in the prescription ro I will be gratified.

(Signed) Maurice LeRoy Cable,
Registered Assistant Pharmacis

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*

ADDITIONAL FAIR TRADE MANUFACTURERS

oe Chemical Co.

Peggy Sage, Inc.

Sargon Products, Inc.

.....266

CONTRIBUTORS TO FAIR TRADE COMMITTEE

HEBORO
boro Drug Co.

HEVILLE
's Drug Store
e's Drug Store
son Drug Co.

LMONT
nson's Drug Store

SSEMER CITY
ral Drug Store
s Pharmacy

APEL HILL
nks Drug Co.

HARLOTTE
ing Drug Co.
. Walker, Inc.
Pharmacy

IERRYVILLE
n Drug Co.
ser Drug Co., Inc.

LAYTON
dingfield Brothers

LIFFSIDE
s Drug Co.

LINTON
ister Drug Store

OLEEMEE
eemee Drug Co

ONCORD
e's Pharmacy
er Drug Co., Inc.

RAMERTON
nerton Drug Co.

ALLAS
O. Summey, Druggist

URHAM
ne Drug Co.
wer Drug Store
swell Drug Co.
man Drug Co.
btree Pharmacy
e Hospital Pharmacy
ham Drug Co.

A Friend
Hospital Pharmacy
Holloway Street Pharmacy
C. E. King & Sons
McDonald Drug Store
Montague's Pharmacy
North Durham Drug Co.
Parker Drug Store
Peabody Drug Co.
Rogers Drug Co.
Taylor Drug Store
Whelan Drug Co.

ELKIN
Elk Pharmacy
Turner Drug Co.

FAIRMONT
Fairmont Drug Co.

FAYETTEVILLE
H. R. Horne & Sons

FOREST CITY
People's Drug Store

GASTONIA
East Gastonia Pharmacy, (W. D. Edwards)
Caldwell's Drug Store
Victory Drug Store
Kennedy's, Inc.
Cox Drug Company

GRAHAM
Wrike Drug Co.

GREENSBORO
Asheboro St. Pharmacy
Best Drug Store
Cecil-Russell Drug Co., Inc.
Crutchfield's, Inc.
C. C. Fordham Drug Store
McDuffie-Eubanks Drug Co.
Justice Drug Company

HIGH POINT
Cecil's South Main Drug Store, Inc.

HENDERSON
Kerner Drug Co.

HENDERSONVILLE
Jackson Pharmacy
The Justus Pharmacy

Freeze Drug Co., Inc.
Rose Pharmacy
Wilson Drug Company

HICKORY
Hickory Drug Co.

KANNAPOLIS
F. L. Smith Drug Co.
Martin Drug Co.
Black's Drug Store, No. 2

LENOIR
Ballew's Cash Pharmacy
Dayvault's Drug Store
Lenoir Drug Company
McNairy's Drug Store

LEXINGTON
Lexington Drug Co.
Peoples Drug Store
City Drug Co., Inc.

LINCOLNTON
Lawing & Costner

LOWELL
Lowell Drug Co.

MARSHVILLE
Guion's Drug Store

MONROE
Secrest Drug Co., Inc.

MOORESVILLE
Geo. C. Goodman & Co.

MORGANTON
Spake Pharmacy

MOUNT AIRY
Hollingsworth Drug Co.
Hollingsworth Pharmacy
Lamm Drug Company
Turnmyre's Drug Store
W. S. Wolfe Drug Co.

MOUNT HOLLY
Holland Drug Co.
Summey Drug Co., Inc.

MT. PLEASANT
A. W. Moose Co.

NEW BERN
Duffy's Drug Store

NEWLAND
Bear Trail Drug Store

NORTH WILKESBORO
Red Cross Pharmacy

OXFORD
Hall's Drug Store
Lyon Drug Co.

PINEHURST
Carolina Pharmacy

RAEFORD
Reaves Drug Store, Inc.

RAMSEUR
Ramseur Pharmacy, Inc.

RALEIGH
Boon-Iseley Drug Co.
College Court Pharmacy
Edwards Drug Company
City Drug Store
State Drug Store
Eckerd's of Raleigh, N. C., Inc.
Jordan's Drug Store
Cromley-Melvin Drugs, No. 2
Cromley-Melvin Drugs
Coxe-Ferguson Drugs

REIDSVILLE
Gardner Drug Co.

SALISBURY
Carter & Trotter
Innes Street Drug Co.

SHELBY
Julius A. Suttle

SPENCER
H. M. Cooke Pharmacy

TAYLORSVILLE
The People's Drug Store

WENDELL
W. R. Nowell Drug Stor

WILLIAMSTON
Davis Pharmacy

WILSON
Wilson Drug Co., Inc.
Roy Moore's Drug Store,

WINSTON-SALEM
Arcadia Drug Company
Bobbitts Drug Co., Inc.
E. W. O'Hanlon, Inc.
Patterson Drug Co., Inc.
Summit Street Pharmacy
Swaney's Drug Stores
Welfare's Drug Store
Winston-Salem Drug Clul
Goody's, Inc.

ZEBULON
Zebulon Drug Company

Tennessee Fair Trade Bureau 1937-1940 Died for Lack of Financial Support

For more than a quartery-century, the drug industry of Tennessee had hoped, prayed and worked for a realization of price protection against nefarious price cutters and unscrupulous chiselers. On February 16, 1937, Fair Trade was born to the druggists of Tennessee. In the three short years of its existence, it showed the promise of realization of most of the fond hopes and dreams that the fond parent of this legislation had hoped and prayed and worked for.

It stopped the nefarious price cutters and chiselers, it stabilized the price of nearly five thousand items that allowed the retail druggists to know exactly the least at which these commodities could be legally sold.

Its mandates and dictations were obeyed without hesitancy by all who were affected in the grand old Volunteer State, but—alas and alack—it continued to emaciate and dwindle from lack of proper financial assistance until those who had hoped and prayed and worked for its existence allowed it, through the narrow channels of petty jealousy and short-sightedness, to die and cease its existence after three short years of life that were filled with activity for the benefit of those who caused its creation.

It is hard to conceive of intelligent men who have their life savings invested in an industry, the existence of which is so vi entwined with the life and perpetuatio Fair Trade, to sit idly by and allow great emancipator whose future was coming brighter each day, and whose p was broadening to more general fields year, to die for the want of support financial assistance, but this is a true s

It may be that it was the personn those who were directing the activitie Fair Trade caused this indifference to its existence, for we realize that mist have been made, and bad judgment has exercised at times, but we are sure tha entire personnel of your Fair Trade Bu stands ready and stood ready, at any to step aside and make room for those capable, when and if they had been sele by the druggists of Tennessee.

We realize our misgivings and short ings, but we have pleaded on numerou casions for constructive criticisms and gestions and have given an attentive responsive ear to all that have come, with all of that, the druggists of Tenn have failed to cooperate to the exten either naming other personnel, or of tributing financial support to the s nance of the Fair Trade movement Tennessee.

Hence, without immediate financial as ance to this cause, Fair Trade will must cease its aggressive activities in State of Tennessee, and allow the grand

unteer State to again become the battle-l of price cutters and pernicious elers.

nd that is not all. When the Fair Trade eau has ceased to operate, our uptown e will have to be closed and the secre-y of your Association will revert back to art-time secretary as the Association does have, under the present financial set-up, ncial arrangements for a full time secre-y and an office.

HE FATE IS IN YOUR HANDS; U HAVE THE UNVARNISHED CTS; YOUR RESPONSE WILL DE-RMINE THE FUTURE EXISTENCE FAIR TRADE AND FULL TIME CRETARY FOR YOUR ASSOCIATION.

NOTE: The above article appeared in a ent issue of the *Tennessee Pharmacist,* a monthly bulletin edited by Mr. Tom C. Sharpe, Secretary to the Tennessee Pharmaceutical Association and Director of the Fair Trade Bureau Incorporated, Nashville, Tennessee. The caption "Tennessee Fair Trade Bureau 1937-1940 Died for Lack of Financial Support" appeared on the front page of this publication and was inscribed upon a tombstone of a grave beside which lay a more or less decomposed body. When this particular article was written and mailed to the drug stores of Tennessee, the Fair Trade Committee had no funds with which to continue to carry on its work. So forceful was this appeal, however, that the druggists in that State responded almost immediately with checks totaling but slightly less than $2,000. Consequently, the Fair Trade Movement did not die and remains a potent factor there. It is published here with the hope that it will bestir a like interest for Fair Trade among the druggists of North Carolina as was the case in the sister State of Tennessee.

N. A. R. D. Undertakes Study of Price Discrimination

Evidence was presented to the Executive mmittee of the N. A. R. D. at its recent eting, that some pharmaceutical houses e selling their products to hospital dis-nsaries at prices so low that they can sell them to patients and physicians for s than retail druggists pay for them. ie Executive Committee directed that a udy be made and that all legal measures taken to stop this form of discrimination.

Vitamins in Capsules and Tablets Are Drugs

In the opinion of the members of the . A. R. D. Executive Committee, concen-ated vitamins, packed in capsules, bottles tablets, are drugs rather than foods; and e public welfare demands that they should handled and sold as remedial agents, nder the protection accorded by the govern-ent to other remedial agencies. These prod-ts are standardized according to medical equirements, and are used not merely as ourishing agents but as means of building p the patient's health; they are potent and re, therefore, subject to abuse as well as se, and their sale should be made under ie supervision of trained pharmacists.

At a meeting held in Chicago recently the Executive Committee decided to oppose the Food and Drug Administration ruling that such vitamin products are foods, and to demand a public hearing on the question.

Will Assemble Fair Trade Decisions

There is at present no place where access can be had to all court decisions affecting Fair Trade, and accordingly the N. A. R. D. has decided to collect a complete library on the subject. A collection of this kind will be valuable, not only to lawyers handling such cases in the courts but to manufacturers and retailers who may wish to be fully and dependably advised concerning their rights and obligations.

A Retailer's Responsibility

A retailer assumes the responsibility for all prices quoted in any advertisement he may issue in newspapers, radio or handbills; therefore, it is his duty to check the prices contained in these avenues of publicity to see that there is no confliction with the Fair Trade or Drug Control Laws, thereby eliminating the possibility of any error other than typographical.—*Tennessee Pharmacist.*

AS SUMMER BEGINS

By Alice Noble

The President a Hustler

We have again and again commented on President Gattis' ability to do so many things well and to accomplish them so quickly and efficiently, but how he has found time during his busy year as president of the Association to visit over 300 drug stores in the State is something for us all to marvel at. In addition, he attended the annual conventions of the N. A. R. D. and the A. Ph. A.

Charlotte Was Their First

President Gattis and President-elect Hollingsworth each announced in Charlotte that the first N. C. P. A. meeting they attended was in that city. This year they returned to the Queen City—one to preside over the convention and the other to be installed as president for the coming year.

We Were Glad to See Mr. Blair

We were delighted to see Pharmacist R. K. Blair at the meeting. He has been quite ill during the winter, but has rapidly improved during the past few weeks and is now back on the job each day at his Charlotte drug store.

New Friends and Old Friends

One of the very nicest features of the convention for us is seeing so many old friends and having the opportunity to meet new ones. We appreciate so much the many courtesies that were extended to us and we wish to thank everybody who made us have such a good time!

Did You Hear From Us?

On June 1st bills and ballots were mailed from the Secretary-Treasurer's office. The Executive Committee authorized us to send both "B's" in one envelope to save postage. We know you *all* want to vote and if anyone failed to receive his ballot please let us know and we will send duplicate at once.

Trained in the Way They Should Go

A few days ago we had the pleasure of a visit from Mr. and Mrs. E. T. Beddingfield, of Clayton. They were accompanied by their son, "E. T., Jr." who will enter the School of Pharmacy in the fall. We are looking forward with pleasure to having him as a student. It always pleases us when "sons of fathers" are interested in following in their sire's footsteps. Incidentally, in this year's senior class s of the twenty-one graduates are the and daughters of pharmacists.

Another Hood to Study Pharmacy

And speaking of training boys and g in the way they should go we take pleas in announcing that next fall Miss M Marsh Hood, daughter of Mr. and Mrs. C. Hood, of Kinston, will enter the Sc of Pharmacy at the University. This y she has been a freshman at Meredith C lege where she served as president of freshman class. "The Twig," the offi organ of the student body of the colle recently carried a column article about M Hood, characterizing her as a campus lea Among other things the editor says: ' her senior year in high school she was vo the most intellectual, the most popular a the best all-round. . . . As freshman cl president she has worked hard and well, her success signified. . . . Last semester made first honor roll. . . ."

Who Holds the Record?

And while we are mentioning the Hoo we wonder if any "clan" in North Caroli has had more pharmacists in it than t one. We have just looked over our files a find that through the years there have be thirteen members of this "tribe" to h licenses as Tar Heel pharmacists! T third generation is now practicing the p fession.

Do You Have Any Back Proceedings?

In the May JOURNAL we sent out a c for certain Proceedings of the N. C. P. of former years needed for our files. you have even one of the requested nu bers won't you be good enough to let have it for the Association's records? Tha you!

Happy Landings!

And now that vacation time is almo around the corner we are wishing for y the nicest summer imaginable. If yo trail leads anywhere near Chapel Hill wo you drop by to see us? We shall be glad to have you. If you can't pay us visit, won't you send us a card and l us know where you are and what you a doing? And again we say—here's to y and a happy vacation!

HAPPENINGS OF INTEREST

ALICE NOBLE, *Editor*
Official Reporters
J. K. CIVIL, Charlotte
N. B. MOURY, Greensboro
J. F. GOODRICH, Durham
R. A. MCDUFFIE, Greensboro
P. J. SUTTLEMYRE, Hickory

Students Elect Officers

nnual spring elections for officers of the ous classes and organizations in the ool of Pharmacy for the year 1940-41 e held recently. The following were the essful candidates:

fficers of the School of Pharmacy: *sident,* **Dwayne Irwin,** of Sparta; *Vice-sident,* **Carter Watkins,** of Emporia, Va.; *retary-Treasurer,* **Ed. Hamlet,** of Hollis-; *Pharmacy Representative on the Stu-t Council,* **Ray Kiser,** of Lincolnton; *resentative on the Student Legislature,* K. Lewis, of Mount Olive.

tudent Branch of the N. C. P. A.: *Presi-t,* **Ed. Fuller,** of Louisburg; *Vice-Presi-t,* **Blanche Burrus,** of Canton; *Secretary,* **e McGowan,** of Swan Quarter; *Treas-r,* **John Terrell,** of Chapel Hill; and *ecutive Committee Member,* **O. S. Mat-ws,** of Roseboro.

ourth-Year Class: *President,* **E. H. ith,** of Weldon; *Vice-President,* **Jessie Smith,** of Robbinsville; *Secretary,* **S. Oakley,** of Mebane; and *Treasurer,* **G. Inman,** of Fairmont.

ther class officers will be elected later.

Rexall Convention

pproximately 300 stores were repre-ted at the annual convention of the rth and South Carolina Rexall group l in Charlotte, April 22-23. Five officials m the headquarters of the United Drug in Boston attended and three from the anta district. The following officers e elected for the North Carolina Rexall b, *President,* **John R. Elson,** of Enka; *st Vice-President,* **T. R. Hood, Jr.,** of nn; *Second Vice-President,* **W. A. Ward,** Swannanoa; and *Secretary-Treasurer,* **R. Burgiss,** of Sparta (re-elected).

R. L. Swain to Receive Remington Medal

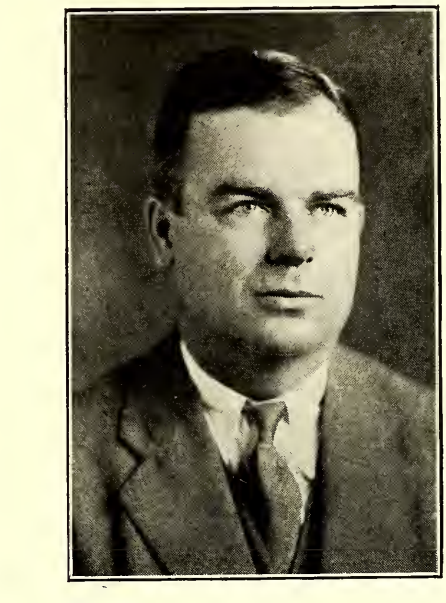
Dr. R. L. Swain, of New York City, editor of *Drug Topics,* will receive the Remington Honor Medal for 1940 in recognition of his services to the profession of pharmacy. He is the 19th recipient of this medal which is awarded annually by the New York Branch of the Association to the individual who contributed most to pharmacy during the preceding year or whose contributions over a period of years have culminated during the year in results considered most important and advantageous to the profession.

North Carolinians Attend National Conventions

During the week of May 6-11 many North Carolinians were in Richmond, Va., attending the several national pharmaceutical meetings. **Dr. E. V. Zoeller** and **Messrs. F. W. Hancock, J. G. Ballew,** and **R. A. McDuffie** represented North Carolina at the sessions of the National Association of Boards of Pharmacy; **Drs. Brecht, Burlage** and **Jacobs** were the representatives at the meeting of the American Association of Colleges of Pharmacy. Mrs. Jacobs accompanied Dr. Jacobs. Other North Carolinians who attended the meetings of the American Pharmaceutical Association were **Mr.** and **Mrs. J. F. Lyon,** of Durham; **President P. D. Gattis,** and **T. R. Rand, Jr.,** of Raleigh, **C. C. Fordham,** of Greensboro; **Jos. Hollingsworth,** of Mount Airy; **DeWitt C. Swaringen,** of China Grove; **I. T. Reamer,** of Durham; **P. J. Suttlemyre,** of Hickory; and **H. C. McAllister,** of Chapel Hill. **Roger A. McDuffie,** of Greensboro, was selected as one of the nominees for Second Vice-President for 1941-42.

The followiug week a number of N. C. pharmacists journeyed to Washington as delegates to the U. S. Pharmacopoeial con-

vention. **C. C. Fordham, Jr., Jos. Hollingsworth,** and **Carl T. Durham** were the three official delegates from the N. C. P. A. **I. W. Rose, H. M. Burlage,** and **M. L. Jacobs** represented the State University, with **E. A. Brecht** as alternate. **J. A. Goode** was a delegate from the N. A. R. D. and **I. T. Reamer** was one of the representatives from Duke Hospital. We take peculiar pleasure



M. L. JACOBS, of Chapel Hill

in announcing that Dr. Jacobs was elected a member of the committee for revision of the U. S. Pharmacopoeia. "This committee is chosen to serve for the next ten years by delegates representing medical and pharmaceutical organizations from all parts of the United States, as well as several governmental agencies. The group is responsible for revision of the Pharmacopoeia which under the Federal Food and Drugs Act and similar state laws is named as an authoritative book of standards for medicines in the United States."

General News Items

H. J. Kee, of Gumberry, for the past few years with Burrow, Martin and Co., of Norfolk, Va., is now with the Jones Drug Co., of Franklin, Va.

Malcolm Goodwin, of Greensboro, acce a position with the Boon-Iseley Drug of Raleigh, some weeks ago. His si Miss Mary Jane Goodwin, has just retu from Bermuda—she was awarded the last summer for being the "three-milli person" to go through Radio City.

The Durham Drug Club had a barb supper on the evening of April 23.

Hall's Market St. Drug Store opened business in Wilmington on May 4. owned by **Pharmacists J. M. Hall, Sr. Jr.,** with the latter acting as manager.

L. B. Ring, of Mount Olive, is now ing his home in Ogona, Fla.

C. P. Thompson, of Burlington, is associated with the Orange Cut Rate Store, Inc., of Orangeburg, S. C.

Miss Velma Fleming, of Ravenswood Va., who received the S.B. in Pharmacy gree last summer from State Univer writes that she is now living at N Gardner Apt., Wautauga Ave., Johnson Tenn.

Miss Blanche Bullock, of Reidsville, initiated as an alumni member of K Epsilon, pharmaceutical sorority at the S University, on April 21.

P. J. Liske, a proprietor of the St. Drug Co., of Salisbury, has applied associate membership in the N. C. P.

M. L. Cable, formerly with Mullen's macy, of Asheville, is with Shigley's Store in the same city.

Miss Antoinette Salley, daughter of and **Mrs. W. M. Salley,** of Asheville, president of the State High School Institute during the past year and atte the annual conference of the grou Chapel Hill on May 3-4.

Friends will be interested to know **S. G. Clark,** of Pittsboro, is making home in Edenton where he is conn with Sutton's Drug Store.

President Phil D. Gattis addressed Student Branch of the N. C. P. A. o evening of May 2nd.

D. O. Houser, formerly with Gib Drug Store, of Hamlet, is now with Firestone Drug Store in Gastonia.

We were delighted to receive visit cently from **Miss Zada M. Cooper,** a me of the Faculty of the College of Phar at the State University of Iowa, and

ce, Miss Cooper, who is an instructor in mistry at Meredith College. We also had pleasure of a call from **Mr. and Mrs. as. H. Evans,** of Warrenton, Ga. Mr. ans was installed as president of the Ph. A. at the close of the Richmond eting.

Miss Constance DuBose, of Roseboro, a ond-year student in pharmacy at the ate University, has been pledged as a mber of Alpha Delta Phi sorority.

NOTICE: At the Charlotte convention ne one removed a copy of "Useful Drugs" m the display sponsored by the Student anch. The book belonged to J. W. Pike, o is a member of the graduating class the University. He needs this book very ch in preparing for the State Board exinations and will appreciate it greatly if is returned to him Care of The School Pharmacy.

Howard S. Fox has resigned his position th the Patterson Drug Co., in Winstonlem to accept a similar one with the erling Drug Co., in Charlotte.

B. H. Kendall and **M. Spangler** have purased the Austin-Cornwell Drug Co. in elby and the store is now operated as e Kendall-Spangler Drug Co. **B. N.** stin continues with the pharmacy.

Miss Celia Durham, daughter of **Conessman Carl T. Durham,** has been selected her classmates at the Woman's College the U. N. C. to represent the seniors the Commencement exercises.

Friends will be delighted to learn that ung **H. C. McAllister, Jr.,** of Chapel Hill, tter known as "Scoopy," is feeling like million dollars again." During the inter he was quite ill with a sinus and nsil infection and while he was in the spital his mother had to undergo an nergency operation for appendicitis. Now rs. McAllister and "Scoopy" are enjoyg a two months' sojourn at Wrightsville each and cards from them state they have st about regained their health and rength.

Board of Pharmacy

The next meeting of the North Carolina oard of Pharmacy for the examination of pplicants for license to practice pharmacy will be held in Chapel Hill on June 18-19. The last day for filing applications for the examination was May 19.

Motor Cars Should Carry First Aid Supplies

It is safe to say that 90% of the medicine chests in any community are inadequately or haphazardly stocked with First Aid supplies and home remedies, declares the *N. A. R. D. Journal.* Calling attention to National First Aid Week, the journal says that the home medicine chest is not the only spot for the enterprising druggist to aim at in selling such supplies. The automobile is another. Even fewer cars are equipped to care for first aid emergencies than are homes. The number of automobile accidents is increasing with the number of vehicles and drivers; and along with it the need for first-aid training and the materials with which to apply it when required is growing.

We Ask You Once Again

It is very hard to publish a Journal that carries news about each and every druggist in the State unless we have help. Won't you, therefore, drop us a card whenever you hear of something that will be of interest to your fellow druggists? Some of our readers have formed a clipping habit—that is whenever they see something in the papers about druggists or drug stores they cut it out and send it to us. How about you forming this habit?

Your Help Will Be Appreciated

The Committee on the Recipe Book of the American Pharmaceutical Association desires to make a collection of unusual preparations and prescriptions that are not official but are received rather frequently in the pharmacies of the United States. You can co-operate in this work by sending your list of these products or copies of prescriptions to a member of the Committee, Henry M. Burlage, School of Pharmacy, University of North Carolina, Box 667, Chapel Hill, N. C.

Marriages

Mr. and Mrs. Thomas Jasper Franks, of Raleigh, announce the marriage of their daughter, Milda Marie, to **John David**

Smith, on the morning of May 25, in the parsonage of the First Presbyterian church in the Capital City. Mr. Smith is originally from Deposit, N. Y. After attending Cornell University for a year, he entered the School of Pharmacy of our State University and graduated from this institution in 1937 with the degree of S.B. in Pharmacy. While in college he took a prominent part in School activities. He was a member of the Student Council for two years and a member of Rho Chi. He was licensed as a pharmacist in 1937 and for the past several months has been a representative of Eli Lilly and Co. with headquarters in Durham. After a short wedding trip Mr. and Mrs. Smith are at home to their friends at 311 E. Trinity Ave., Durham.

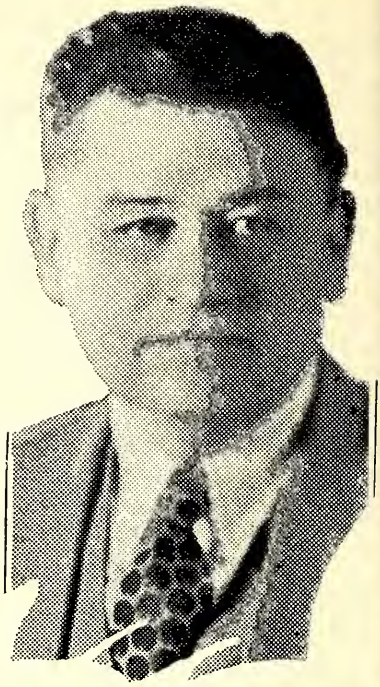
Births

Mr. and Mrs. H. O. Thompson, formerly of Chapel Hill, but now of Lafayette, Indiana, announce the birth of a seven-pound daughter on April 17. The name of the young lady is Beverly Carol. Her father is studying for a master's degree in pharmacy at Purdue University. Mrs. Thompson is well remembered by JOURNAL readers as Miss Billie Pike, the sister of **Miss Nancy** (now Mrs. J. A. Mitchener, Jr.), as well as **Joe** and **Jessie Pike,** all pharmacists.

Mr. and Mrs. D. R. Davis, of Williamston, announce the birth of a daughter, Elizabeth Hunter, on May 17. The weight of the young lady is 8½ pounds.

Deaths

Friends everywhere were distressed to learn of the death of **Claude Nash Herndon,** retired Greensboro druggist, which occurred on the night of May 4 at a hospital in New Orleans after several months of declining health. Mr. Herndon was a native of Chatham county and was 53 years of age. He was licensed as a pharmacist in 1912 and had practiced his profession in Durham and Greensboro. He had been identified with the retail drug business in the Gate City for the past thirty years. His last business activity was that of operating the Carolina Pharmacy. Due to ill health he



C. N. HERNDON, of Greensboro

sold the store last fall to **Fred B. Singl**
tary. Shortly before Christmas, accompan
ied by his wife, Mr. Herndon went to Ne
Orleans. His condition took a serious tur
soon after his arrival there and the greate
part of his time since then had been spen
in a hospital. He was a life member o
the N. C. P. A., and also held membershi
in the West Market St. Methodist church
in Masonic bodies and in Oasis temple
Until his health failed he was an activ
member of the Greensboro Lions club. T
his wife and two sons the JOURNAL extend
sincerest sympathy.

Troy Edward Austin, of Roxboro, die
on the night of May 29 in Duke Hospita
following a long period of ill health. H
had been carried to the hospital during th
day. Mr. Austin was born in Clayton o
Aug. 2, 1879 and was the son of Josep
and Sarah (Young) Austin. He studie
pharmacy at the State University 1902-0
and was licensed as a pharmacist in 1903.
He lived in Smithfield for a number of years

had made Roxboro his home since early 1904. He took an active part in the ic affairs of the town, had been president the Bank of Roxboro, was a member of Edgar Long Methodist church, and was nember of the firm of Hambrick, Austin l Thomas.

LIMITING SALES

(Continued from Page 73)

o continues breaking both the letter and spirit of the law.

The operation of such an association uld bring us $50,000 a year or save us, you please, more than a half a million llars a year from just two items alone. ny not shift the burden of the paper cups d the sales tax to the consumer and re- ve the backs of the merchant?

There is at the present time a provision the sales tax law which provides for the e of tokens with a mandatory collection the tax administrator chooses so to con- ue the law. An organization strong enough can get this for us. Is it worth it? Not for one minute do I advocate the circumventing of the law, but there are many things that we can do strictly within the law to convert our losses into profits if we but organize and stand up in union for our just and honest rights.

In closing may I say I believe in capitalistic civilization but I do not believe in their economic strangulation of human rights, as is now being practiced in so many instances.

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

Timely Tips
PROMOTE PRESCRIPTION BUSINESS WITH COLOR AND DESIGN IN BOXES LABELS
DRUG PACKAGE INCORPORATED ST. LOUIS MO.
FINE DRUG BOXES AND LABELS

Write or Call
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CARDUI

A long-established BITTER TONIC

VIBURNUM-HYDRASTIS COMPOUND

A professionally supervised laboratory controls the manufacture of Cardui from start to finish. Step-by-step testing insures that all ingredients are of standard strength and purity, and that they are exactly blended to meet the approved formula.

The Chattanooga Medicine Co.
Chattanooga - - - - Tennessee

CAPUDINE

BONUS DEAL

TO RETAIL TRADE

THROUGH ACCEPTED WHOLESALERS

$8.00 ANY ASSORTMENT **5%** CASH BONUS

In Addition to Wholesaler's Discount

Cash Bonus will be sent direct upon Receipt of Wholesaler's Invoice showing Purchase

P.S.—You net 481% Profit when dispensed over the fountain from the one pint size. Include on your order. Write for Free Dose Measure Glass, Counter Cards, Dummy Cartons.

CAPUDINE CHEMICAL CO. **RALEIGH, N. C.**

Select Your Fire Insurance

WITH EVEN GREATER CARE THAN YOUR MERCHANDISE

—

A single hour of misfortune may destroy your life-time savings—Have the security of Strong Capital Stock Fire Insurance—Ask us about the Premium Savings for your store.

THE AMERICAN DRUGGISTS' FIRE INSURANCE CO.
American Building **Cincinnati, Ohio**

SOME OF OUR STATE AGENTS

E. F. RIMMER
Box 3154
Charlotte, N. C.

A. A. COLEMAN
Greenwood, S. C.

Univ. of Ill. School of Pharmacy,
#701 S. Wood St..
Chicago, Ill.

Vol. XXI No. 7

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

July, 1940

PHARMACY LIBRARY

The New Secretary-Treasurer

WILLIAM JULIUS SMITH

The Executive Committee of the N. C. P. A. takes pleasure in announcing the appointment of William Julius Smith as Secretary-Treasurer of the organization and as Managing Editor of the Carolina Journal of Pharmacy. Mr. Smith will assume his new responsibilities on July first and will make his headquarters in Chapel Hill. He will also serve as an inspector of the Board of Pharmacy.

The new official needs no introduction to the pharmacists of North Carolina. He is originally from Morganton and attended State College and the State University, graduating from the Chapel Hill institution with the degree of S.B. in Pharmacy in 1937. While in college he was prime mover in making successful the Student Branch of the State Association during its first year of existence and served as its first president. He earned good grades in college; served as student assistant in the laboratories; was a member of Rho Chi; and at graduation won the Buxton Williams Hunter Medal for Leadership and Scholarship. He was licensed as a pharmacist in June of his graduation year. In his travels over the State as Inspector of the Board of Pharmacy he has made many friends who will be greatly pleased to learn of his new honor. During the coming months he will visit every drug store in North Carolina. On behalf of the druggists of the State we wish to extend our heartiest congratulations to Mr. Smith and to pledge to him our heartiest co-operation.—A. N.

We Pay Hin But He Works for You!

Down Texas way H. M. Ricketts is well known to members of the medical and pharmaceutical professions. Mr. Ricketts joined the Lilly organization in 1913 and for nearly twenty-eight years has represented the company in and around Dallas, his home. The number of prescriptions for which he has been responsible during that period would be hard to estimate.

FACULTY MEMBERS of the leading medi schools are well known to the Lilly man. Through them h frequently permitted to contact medical students, parti larly those in the senior year. Often the entire class is int viewed in a body. Individual questions concerning therapeu agents are correctly answered. It is seldom indeed tha medical student leaves school to enter internship with some knowledge of Lilly Products.

He knows, also, that if he chooses to use or prescribe L Products they are available through but one source of sup ... the pharmacist. For the distribution of Lilly Product restricted to the drug trade. The Lilly plan of marketing rec nizes the function of the pharmacist, regards him as an imp tant factor in medical care. The Lilly man in your territ works with you, never against you. That is the Lilly Poli

ELI LILLY AND COMPAN

PRINCIPAL OFFICES AND LABORATORIES • INDIANAPOLIS, INDIANA, U. S.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

I. W. ROSE, ACTING MANAGING EDITOR

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Vol. XXI — JULY, 1940 — No. 7

Officers of the North Carolina Pharmaceutical Association for 1940-41

President, also Chairman of Executive Committee.....Jos. Hollingsworth, Mt. Airy
Acting Secretary-Treasurer.....I. W. Rose, Chapel Hill
Secretary-Treasurer N. C. Board of Pharmacy.....F. W. Hancock, Oxford
General Counsel, also Executive Secretary Fair Trade Committee.....F. O. Bowman, Chapel Hill

We Congratulate the Graduates of 1940

We are taking this opportunity to congratulate the graduating class in pharmacy at State University and to present the members to the pharmacists of the State. For ır years we have known these young men and women and have been privileged to enjoy ir friendship. We feel a peculiar pride in their graduation and we sincerely hope that ir careers in their chosen profession will be happy and successful. These 1940 gradus receiving the degree of S.B. in Pharmacy are Solomon Arthur Bobroff, Far Rockay, N. Y.; Anna Dean Burks, Chapel Hill; Edward Graham Campbell, Lucama; Alfred xon Costner, Lincolnton; McDonald Davis, Jr., Clinton; Helen Williams Duguid, rion; Phil Gaddy, Marshville; Malcolm Noyes Goodwin, Greensboro; Altajane Holden, nnell, Fla.; Hunter Liggett Kelly, Apex; Allen Alexander Lloyd, Hillsboro; Leo Andrew rek, Castle Hayne; Charles Daniel McFalls, Newton; Samuel Woodrow McFalls, Newton; ın Albert McNeill, Whiteville; Jesse Miller Pike, Concord; Donald Alton Plemmons, ıeville; Thomas Reid Rand, Raleigh; Lloyd Morgan Senter, Carrboro; Leon Wriston ith, Kannapolis; Elizabeth Milton Weaver, Chapel Hill; and Martin Hildred Williams, ington. Elliott P. Rigsby, of Seattle, Washington, received the graduate degree of S. in Pharmacy.

In announcing the graduates we also wish to mention that Alfred Nixon Costner, of ıcolnton, won the F. W. Hancock Prize of a gold watch, presented by the donor annually the member of the graduating class who has made the highest scholastic rating during four years of study. The Buxton Williams Hunter Medal in Pharmacy was awarded Miss Altajane Holden, of Bunnell, Fla. This medal is presented annually by D. R. vis, of Williamston, in honor of his uncle, B. W. Hunter, and is given for leadership well as scholarship. Miss Holden also won the N. C. P. A. Membership Prize con- ing of a year's membership in the State Association and awarded annually by an ıamed donor to that member of the graduating class who has obtained the highest ors in the materia medica sciences. The Lehn and Fink Gold Medal was won by na Dean Burks, of Chapel Hill, also an honor graduate. The A. Ph. A. Membership ze, given annually by Professor H. M. Burlage to that member of the graduating s who has attained the highest scholarship and technical proficiency in the courses ling with the theory and practice of pharmacy, was awarded to Leo Andrew Lorek, Castle Hayne.

And now as each of you in the Class of 1940 leaves the University we not only want wish you Bon Voyage but we want to say that it has been a happy privilege to have wn you, to have been associated with you in your work and in your play. We hope t you will come back often to see us; that you will call upon us whenever we can be of ice to you; and that you will have the best of good fortune wherever the trail leads. l bless you all and the best of good luck!—A. N.

Interprofessional Relations*

By B. R. MULL
Manager, Trade Advertising,
Eli Lilly and Co.

. . . During the last several years it has been my good fortune to participate in more than thirty state, national, and sectional conventions. At all of these conventions the topics for discussion have been much the same. They have been good topics. They have had to do with Fair Trade, with the Federal Food, Drug and Cosmetic Act, with problems of store management, and methods of selling and display. We all agree, I am sure, that these are excellent topics. But sometimes I feel that we have lost sight of the value of the prescription department, which after all is the vital organ of the entire drug industry.

About the only thing that identifies the drug store these days is the sign over the door. Step inside, and we find everything from silk hose to Pinnocchio and Ferdinand the Bull. Please understand that I believe in front-end merchandising, but I don't believe that it should be allowed to crowd out the professional factor. The crusade which I have been conducting in favor of the prescription department for many years is purely a matter of economics with me, and not professional pride.

Despite all the allegations that are hurled at our heads, we need make no apologies for pharmacy. Pharmacy was first practiced at the time that the first man had his first illness. We could not go back much farther. For hundreds of years it was practiced as a part of medicine. Then, along in the twelfth or thirteenth century, pharmacy was separated from medicine and there was established the apothecary shop. It became the function of the apothecary shop to compound and dispense on the doctor's orders medicines for the relief of suffering and distress. And so you see that a certain responsibility is traditional, and no matter how much merchandising he may do, no pharmacist can escape his responsibility to public health.

This responsibility has multiplied duri the last twenty-five or thirty years. Chan has been described as the outstanding cha acteristic of modern civilization. Those us who have been associated with the dr business for many years are conscious the many changes which reflect themselv in the operation of our own affairs. Mo ern medical research, as well as modific tions in the general social structure a higher standards of living are responsib

(Note: At this point the speaker cit examples of modern changes in therapeu measures.)

Now, despite all the opportunities whi these developments have brought, the ret drug business, as such, has undergone steady process of degeneration. Autho ties agree that this condition is almost tirely due to too much commercializati at the expense of the prescription depa ment. The drug business hasn't gone to dogs—not by any means. We still do retail one and one-third billions a year, a the drug business employs in all its branc about one-half million people.

I well realize, as do all of us, that t average drug store cannot live on its p scription department alone. There are, a matter of fact, only 592 strictly professio stores in the United States. But my c tention is that the pharmacist should s the prescription business first and then vote whatever may be left of his time a energy to merchandising miscellaneous lin It is a matter of record that profits usua go out the window with prescription-depa ment neglect.

Sometimes I wonder whether or not have a proper appreciation of the prese tion market. There most assuredly is prescription market. There are sold dir to physicians or prescribed by physicians a single year liquid preparations to amount of $30,000,000; dry preparati $30,000,000; vitamins, $13,000,000; poules, $11,000,000; endocrines, $11,000,0

* Presented at the 1940 Convention of the N. C. P. A.

logicals for human consumption alone, 000,000; ointments, $7,000,000; chemi- s, $7,000,000; alkaloids, $6,000,000; and ious unclassified items, which brings the al to $140,000,000. Add to this direct es to hospitals by retail drug stores, and find that prescription sales and direct es to hospitals and physicians represent e-eighth of total drug store sales and ty per cent of total net profit.

That is only half the story. If we credit the prescription department every ounce iodine, every ounce of spirit of cam- or, and all other items that could not be d by a store which did not operate a pre- iption department, we find that the pre- iption department accounts for twenty cent of total drug store volume and sixty cent of net drug store profit.

Take an average drug store of $25,000 nual volume. If the owner nets five per t on sales, he has done quite well because linarily a five per cent net profit rep- ents about a twenty per cent income on estment. Five per cent of $25,000 is 250, which represents the net profit of store. Now let us assume that twenty cent of the volume, or $5,000, is in the scription department. We all know that prescription department yields a net fit of fifteen per cent. Fifteen per cent $5,000 is $750, which is sixty per cent the total net profit of $1,250, taken from nty per cent of the sales. Go where you y, it's the stores that do a substantial scription volume that really make the ney, and after all that's one of the ngs we are in business for.

In a county-seat town in Indiana, we have chain unit which last year did $95,000 ume. The store did no prescription busi- s whatever and showed at the end of year a net profit of $3,000. In the ne town, in the same block, is a store ich last year did only $27,000. This was a good prescription store, but about per cent of the volume was in the pre- iption department, and that store also de $3,000 net profit.

In a middle-western state a study was de of three stores of equal volume. These res are situated in three representative nty-seat towns, as nearly alike as county- t towns in the same section of the coun- try can be. Operating expense of the three stores was almost identical. The first store is operated by a chap who doesn't want any- thing to do with doctors. He says that all they do is smoke his cigars and spit on the floor, and he would rather not have them around. And so he goes in for merchan- dising in a big way, and last year on a $35,000 volume the net profit was $30.28. Now the second store will accept prescrip- tions. They don't care a lot whether they get them or not, but they will take them as they happen along, and even with this in- different attitude, the prescription depart- ment represented last year thirty per cent of total volume, and this $35,000 store made $725 net. The third store, although doing a general drug business, features the pre- scription department, cultivates the good will of physicians with the result that twen- ty-five per cent of the total volume is in the prescription department. This store, doing the same general volume as the other two, yielded last year a net profit of $3,953. These are not freak examples. They can be duplicated in almost any state in the Union. They are, I believe, conclusive evi- dence that the prescription business does pay. . . .

Prescription promotion is quite a simple problem. An important thing, I believe, and one which is seldom given any consid- eration is a proper understanding of the physician and his problems. Sometimes we are inclined to believe that we have all of the trouble and that the doctor has none whatever.

The normal decline from death and re- tirement among physicians of the country is about 4,000 a year. There are graduated from the recognized schools about 6,500, making an increase over the decline of 2,500 annually. The physician in practice has drawn into his field each year a surplus of 2,500 young physicians which must be ab- sorbed. In addition he has to compete with the chiropractor, the osteopath, the mecha- no-therapist, and all the other off-brand practitioners, none of whom probably do much good but all of whom take patients from the physician. I don't believe that the pharmacist should offer any condolences because they would be quite unwelcome. Neither do I believe that any pharmacist

can hope to develop a prescription business while handing out cards for the chiropractor. His friend is the physician—the licensed M.D.

There are many factors involved in the development of a prescription clientele that are so elementary that they need no discussion here. An efficient physical arrangement is of the utmost importance. This doesn't mean that fancy fixtures are necessary, because they are not. Cleanliness, adequate compounding equipment, comprehensive stocks of the items in prescription demand, prompt service, attractive containers, and a strict observance of business principles and professional ethics are also essential.

The basic principle of all promotion work is personal calls on physicians. This is something that few of us will do, but those who do establish a regular schedule of calls are well paid for their efforts. The ideal frequency is twelve times a year at regular intervals. These calls should be supplemented by regular mailings and other forms of promotion efforts which the local situation might dictate.

We have on this platform representatives of the University of North Carolina School of Pharmacy. This institution is beyond any doubt the most important single factor in the drug industry of the state. At the time I was a student of pharmacy we all went to school with the same idea: that was to finish the course, pass the state examination, and then get a job in some drug store where we could work eighteen hours a day seven days a week until the time eventually came when, through the grace of God and the help of the wholesaler, we could get a store of our own where we could work twenty-four hours a day seven days a week.

There is no finer prospect in any field of endeavor in this enlightened age than there is for the graduate in pharmacy. If he finds during the course of his work that he doesn't want to engage in retail practice, there are many other things for which he is qualified upon the completion of his course. He may teach if he wishes, and while teaching has been described as a long way to starvation, we have evidence to the contrary.

If the student is so inclined, he can tak all necessary pre-medic work during h course in pharmacy by proper selection o his electives. During the last few yea many pharmacists have become associate with the United States Public Health Ser ice. Young men, in particular, like th work, one of the reasons being that the are charged with the responsibility of teac ing nurses. The thing they don't unde stand when they enter the service is tha they are told what they can teach, whic sometimes results in a slight disappointmer

Diagnostic laboratories engage many o our young people. Hospital pharmacy another field wide open to those who aspi to hospital work. Some of our large citi now have ordinances which require the e ployment of one registered pharmacist f every one hundred beds. This plan is ta ing the hospital work out of the han of the student nurse and the janitor a placing it in the hands of the pharmaci where it rightfully belongs. Young ladi in particular are in great demand as ho pital pharmacists. In addition to being little more intelligent, they have an add advantage: they don't bother the stude nurses. Then again, if the graduate wan to earn his living the hard way, there always the pharmaceutical manufacturer a the wholesale druggist. Hundreds of reg tered people are now so employed.

All in all, retail practice is the big fie and I am hopeful that every 1940 gradua will spend at least three years in a ret drug store. In addition to the experien which retail practice affords, our graduat are really needed in retail stores. The are in these United States fewer than 11 000 registered pharmacists. The mortali among this group is about 3,400 a ye Prior to 1930, the sixty-eight schools pharmacy recognized in the states in whi they operate were graduating about 4,0 students a year. Then came the much-d cussed depression, together with the ginning of higher educational standar The number of graduates immediately beg to decline, and by 1935 only 1,722 w graduated. In 1936 the number of gra ates was 2,053; in 1937, 2,170; in 19 2,117; in 1939, 2,193; and in 1940, 1,9

(Continued on Page 90)

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*, Chapel Hill, N. C.

Fair Trade Prices & Changes

June 17, 1940, Eastman Kodak Company an-unces that on April 15, 1940, the Schedule s changed by adding thereto Kodak Portable niature Enlargers and Kodak Portable Minia-e Enlarger Accessories and the maximum dis-unts allowable thereon from list prices. Please o note that since January 15, 1940, no dis-unt is permitted on sales at retail of Kodaks, odak Roll Film, and Kodachrome Film.

The Frostilla Company, Inc., introduces a new m, Frostilla Special Outdoor Cream, effective ne, 1940.

Frostilla Lotion No. 420 Summer Deal
(Reg. 50c Size Frostilla Lotion and Reg. 50c Size Frostilla Special Outdoor Cream) Banded Together in Attractive Combination.
Reg. Value $1.00—47c.
(May 1 to Oct. 1, 1940)

Tampax, Incorporated, has three sizes—Regu-, Junior, and Super. (5's and 10's full retail c and 31c, respectively. Minimum 20c and 29c, spectively. 40's full retail $1.15, minimum 98c.) Effective June 1, 1940.

Reed Tobacco Company has introduced a new garette called Chelsea. 15c per package of 24, for 29c. $1.35 per carton of 240.
Effective May 27, 1940.

Horlick's Malted Milk Corporation announced orlick's Malted Milk Fountain Brand for use your soda fountain only, not for resale. In the nt that it is resold, however, the Fair Trade nimum price is 69c per pound.

25 lb. container	$0.21
10 lb. container	.22
5 lb. container	.23

Effective May 1, 1940.

The following is a revision of Colgate-Palmolive-et Company:

	Full Retail Price	*Minimum Resale Retail Price*
lgate Ribbon Dental Cream rift Package		
Two tubes Colgate's Ribbon Dental Cream, Large Size, in carton marked Thrift Package	.29	.29
Palmolive Shave Cream Thrift Package		
Two tubes Palmolive Shave Cream, Large Size, in carton Marked Thrift Package	.33	.33
Palmolive Brushless Shave Thrift Package		
Two tubes Palmolive Brushless Shave, large size, in carton marked Thrift Package	.33	.33

Effective May 1, 1940.

Supplement to price schedule forming part of Retail Sales Contract of Colgate-Palmolive-Peet Company.

TOILET SOAPS	*Full Retail Price*	*Minimum Resale Retail Price*
Big Bath		
Carnation		
Charmis		
Coleo		
Colgate Floating		
English Process Elderflower		
English Process Glycerine	.05	.05
Gardenia		2 for .09
Jasmin		6 for .25
Lilac Imperial		
Lily of the Valley		
Old Colonial Lavender		
Orchis		
Violet		
White Rose		
TALC POWDERS		
Cashmere Bouquet, large size	.15	2 for .27

The Burroughs Wellcome & Company (U.S.A.), Inc., has made the following alterations and addition:

ADDITION	*List Prices*
'Hypoloid' Thiamin Chloride (Vitamin B_1 Hydrochloride), 50 Mgm. (gr. ¾ approx.) in 1 cc. Rubber Capped bottles of 5 cc	$ 2.85
REDUCTION IN PRICES	
'Tabloid' Thiamin Chloride, 3.33 mgm. bottles of 100	3.25
*Formerly S. F. No. N.Y. 151 bottles of 500	14.75

'Tabloid' Thiamin Chloride, 5 mgm. bottles of 100		4.50
Formerly S. F. No. N.Y. 152 bottles of 500		20.25

* Listed on page 3 of Supplementary Goods Sheet enclosed with the 1940-41 Price List. Effective April 1, 1940.

The Upjohn Company has the following revision effective May 27, 1940:

Accessorone	10 oz.	$1.49
	24 oz.	2.98
Acetylsalicylic Acid Tablets, 5 grs...	100's	.33
Aspirin Tablets, 5 grs.	100's	.33
	250's	.66
Betascorbate Tablets	40's	1.53
	100's	3.19
Bone Phosphates Lozenges	½ lb.	.89
Bromionyl	4 oz.	.89
Calamoin Ointment	1½ oz.	.43
Cascara Aromatic, Upjohn	2 oz.	.25
	4 oz.	.47
Cascara Compound (Hinkle), N. F., Pills	100's	.23
Cascara Compound (Hinkle), Tablets	100's	.23
Cerelexin Compound Tablets	50's	1.34
	200's	4.59
Cerelexin Syrup	3 oz.	1.79
	8 oz.	3.59
Cheracol Syrup	2 oz.	.39
	4 oz.	.63
Citrocarbonate	2 oz.	.32
	4 oz.	.57
	8 oz.	.89
	16 oz.	1.63
Citrocarbonate Tablets	42's	.49
Codeentrate Capsules	80's	.98
Codeentrate Tablets	80's	.98
Codeentrate with Vitamins B & G, Capsules	25's	.79
	50's	1.39
	100's	2.39
	250's	4.98
Cortalex Tablets	40's	3.19
Dextrolac, No. 1 or No. 2	12 oz.	.89
	32 oz.	1.79
Digitora Tablets, 1 gr.	40's	.83
Digitora Tablets, 1½ gr.	30's	.83
Emulserol (Plain)	12 oz.	.89
Emulserol with Cascara	12 oz.	.89
Ergophene Ointment	1 oz.	.47
Halibut Liver Oil Capsules	50's	.79
	100's	1.29
Hydriodic Acid, Syrup (U. S. P. or Upjohn)	4 oz.	.39
	16 oz.	.97
Imbicoll with Vitamin B	4 oz.	.89
	8 oz.	1.34
	16 oz.	2.37
Imbicoll with Cascara	4 oz.	.89
	8 oz.	1.34
Imbicoll with Phenolphthalein	4 oz.	.89

Minimum retail prices on products and packages not listed in this schedule are established as follows:

Items listed in Parts 1 and 1-A of The Upjohn Company's catalog (pages 1 to 42, inclusive)—

List price MINUS 15%, PLUS 50%

Items listed in Part 2 of The Upjohn Company's catalog (pages 43 to 160, inclusive)—

List price MINUS 10%

Minimum retail prices on broken packages shall be determined as follows:

1. When the quantity sold is less than the smallest package listed herein or in The Upjohn Company's current catalog, the minimum retail price shall be pro rata that of the smallest package.

2. When the quantity sold is greater than the listed package, the minimum retail price shall be pro rata that of the listed package next smaller than the quantity sold.

When the application of the above methods results in a fraction of a cent, the minimum retail price shall be the next larger whole cent. For example, $.784 becomes $.79.

INTERPROFESSIONAL RELATIONS

(Continued from Page 88)

were graduated. And so you see that if all of our 1940 graduates were to engage in retail practice there would actually be two jobs for every single man or woman. Can you match it in any other line of endeavor?

If this keeps up, there are but three avenues of escape. The first is lower educational standards, to which I am quite sure none of us will agree. The second is fewer drug stores. While it is possible that in certain sections there are too many drug stores, it is not for us to say whether or not any of them is to be eliminated. We have no right or authority to take a living from any man. The third, and I believe the right one, is more freshmen next fall. While we have our problems in the drug field, the retail drug business is so far superior to any other form of retail endeavor that there is absolutely no comparison. If you think it isn't, compare your problems with those of your neighbors in other lines.

After this convention is over and you have made the adjustments which must follow every convention, and have returned to your store or your job, I trust that you will be thankful with me that, after all, there is such a thing as the drug business.

THINGS WE LIKE TO THINK ABOUT

By Alice Noble

Our Anniversary

Nineteen years ago on July 1st we began ur long continuous connection with the . C. P. A. Twice before during the sum- er we had worked in the Secretary-Treas- rer's office for periods of three months at time. As we think back through the years many delightful memories come to us nd the events crowd upon each other so losely that it is hard to realize that it has een almost a decade since we timidly be- an taking Secretary-Treasurer Beard's dic- ation. We have enjoyed the work more han we can say and then too we treasure he friendships we have formed among the harmacists of North Carolina. It is hard o express our feelings as we think of the hings that mean most to us, but we cannot et our nineteenth anniversary pass by with- ut thanking each and every one of you who have been so kind to us and who have nade the work so pleasant through the ears.

A Splendid Prize

Not long ago we had the pleasure of a isit from Pharmacist Paul B. Bissette, of Wilson. On more than one occasion he has hown deep interest in the boys and girls who are studying to prepare themselves as harmacists. While talking to Acting Dean . W. Rose the other day he established an nnual prize of $25.00 to be given to the tudent of pharmacy who prepares the best tory about pharmacy, such article to be ublished in a paper with state-wide cir- ulation. Of course, Dean Rose gladly ac- epted the generous offer. This prize will erve as a fine stimulus to the younger gen- eration to think and write about their hosen profession. The School of Pharmacy s taking this opportunity to thank Drug- gist Bissette for his splendid prize.

A High Spot of the Convention

To many of us attending the Charlotte meeting the highest spot of all came just before the final adjournment. We refer to a short but earnest talk given by T. C. Yearwood. We wanted to mention this in- cident in the last issue of the Journal but we saved it until now for the number which is largely given over to graduation and graduates.

Speaking feelingly of his boyhood days in the drug store twenty-five years ago the Charlotte pharmacist told of how he had worked hard from early morning until late at night with a small salary in a determination to prepare himself for his chosen profession. He mentioned with some emotion that when he got ready to go off to college the owner of the store in which he worked paid part of his expenses. And then came the best part of all of his story. "We in the Charlotte Drug Club," said the speaker, "will in the next year contact boys of high school age and get them jobs in drug stores. We will follow the careers of these boys closely and will aid them financially in going through college. That is one way that our organization can bring new blood into the profession and aid in the development of more and better pharmacists." In conclusion, Mr. Yearwood urged other drug clubs in the State to co-operate in such a plan in an effort to get young boys interested in pharmacy and trained so thoroughly that they will be a credit to themselves and to the profession.

We cannot think of a more splendid purpose for a drug club and we hope other groups will adopt a similar plan!

We Journey to Virginia

Thanks to President Hollingsworth, we had the pleasure of attending the annual convention of the Va. Phar. Assoc. in Roanoke on June 24-25. We had a wonderful motor trip up the Blue Ridge Parkway and enjoyed every minute of our stay in the Old Dominion. It was a real privilege to attend the business sessions of the convention and the several delightful "parties" to which we received special invitations. We likewise enjoyed very much being with many Virginians whose friendships we treasure very highly. President Hollingsworth invited the Virginia pharmacists to attend the 1941 convention of the N. C. P. A. and we are delighted to report that many of them expect to be on hand!

Commencement, Vacation, and State Board New

Board of Pharmacy Holds Examinations

The North Carolina Board of Pharmacy held its summer examinations in the Howell Hall of Pharmacy in Chapel Hill on June 18-19 with every member of the Board present.

The following graduates successfully passed the examinations: **E. T. Brown,** Durham; **E. P. Gaddy,** Rockingham; **M. N. Goodwin,** Raleigh; **Altajane Holden,** Clinton; **Allen A. Lloyd,** Hillsboro; **C. D. McFalls,** Greensboro; **S. W. McFalls,** Greensboro; **John A. McNeill,** Whiteville; **Jesse M. Pike,** Concord; **D. A. Plemmons,** Asheville; **W. V. Proctor,** Durham; **T. R. Rand, Jr.,** Raleigh; **L. M. Senter,** Carrboro; and **S. E. Varner, Jr.,** Brevard.

The following assistants taking the pharmacists' examination passed: **H. A. Barringer,** Salisbury; **A. C. Browning,** Greensboro; **M. L. Cable,** Hendersonville; **S. M. Purcell, Jr.,** Salisbury; **Helen Bell Rimmer,** Charlotte; **M. C. Savage,** Rocky Mount; **A. K. Walters,** Burlington; and **P. W. Miller,** Salisbury.

Only the grades of those taking both the theoretical and practical examinations were given out.

Meeting of the Executive Committee

The Executive Committee of the State Association met in Chapel Hill on June 20 with every member present except **C. C. Fordham,** who was unavoidably prevented from attending. The principal business that concerned the group was the selection of a new secretary-treasurer of the Association and a managing editor of the JOURNAL to fill the positions made vacant by the resignation of **Dean J. G. Beard** early in March. When Mr. Beard resigned **Professor I. W. Rose** consented to serve as Acting Secretary-Treasurer and Acting Managing Editor of the JOURNAL until this June meeting could be held.

The Board of Pharmacy attended the meeting and presented a proposition whereby the official to be selected would not only act in the above capacities but would also serve as an inspector of the Board of Pharmacy. This proposal was accepted a **William Julius Smith,** of Morganton, w unanimously selected to fill the three i portant posts, his salary to be born by t Board and the Association. Mr. Smi will begin his new duties on July 1st a will have his headquarters in Chapel Hi During the coming months he is to vis every drug store in North Carolina.

F. O. Bowman was re-elected as Attorn for the Association but **Miss Alice Nob** will sever her connection with both t JOURNAL and the Association after the Pr ceedings are edited. Other routine bus ness was disposed of.

With the Graduates

The 1940 graduates of the State Un versity are now scattered far and wide the practice of their profession. **Miss An Dean Burks** left Chapel Hill on July 1 for Akron, Ohio, where she will be co nected with the pharmacy of the City Ho pital of Akron. **Mrs. Harley Brookshir Jr.** (nee **Miss Elizabeth Weaver,** of Chap Hill) has also been living in Ohio sin July 1st. She and her husband are maki their home in Cincinnati, Ohio. Dr. Broo shire is a member of the staff of Sai Mary's Hospital and "Elizabeth" expec to form a connection with a pharmacy the Ohio city. **Miss Helen Duguid** will associated with the Bryson City Drug C of Bryson City. **Miss Altajane Holden** b gan her new duties as prescriptionist f Reynolds Pharmacy in Clinton the day aft the State Board examinations were co cluded. **E. G. Campbell** is with Reav Drug Store in Fayetteville; **Alf N. Costn** is working in the drug store of his fathe **B. P. Costner,** in Lincolnton, for the sun mer months and in the fall will enter t School of Medicine at the State Universit **Phil Gaddy** is also associated with his fath and can be reached at the Union Drug C in Marshville. **H. L. Kelly** is connecte with the pharmacy of Duke Hospital Durham while **A. A. Lloyd** is not far awa as he has accepted a position with Jam Pharmacy in Hillsboro. **C. D.** and **S. W. M Falls** are both working in Greensboro—

is with the Crutchfield Drug Store but have not been able to find out with m the younger brother has formed a nection. **John McNeill** has returned to home in Whiteville and is associated n McNeill's Drug Store owned by his ner, **G. R. McNeill.** When the elder Mc-ll was in Chapel Hill for Commencement old us that as soon as John got home he going to hand him the keys of the store devote the major portion of his time njoying his hobby of raising flowers. e **M. Pike** will be at home in Concord summer with the Pearl Drug Co. and in fall will enter the Graduate School of stern Reserve University to continue his lies in pharmacy. The call of the ntains was irresistible to **D. A. Plem-s**—who has always lived in Buncombe nty—and he has accepted a position with xander's Drug Store in Waynesville. **T. Rand, Jr.** is with the Person St. Phar-y, No. 2, in Raleigh. **L. M. Senter** and **W. Smith** are each associated with drug es owned by their fathers—the former with Senter's Drug Store in Carrboro and the latter with the Kannapolis Drug Co. in Kannapolis. **M. H. Williams** is with Mann's Drug Store in High Point; **M. N. Goodwin** is with the Boon-Iseley Drug Co. in Raleigh; **McDonald Davis, Jr.,** is associated with the Hollowell Drug Co. in Greenville; and **L. A. Lorek** has accepted a position with Saunders Drug Store in Wilmington. **S. A. Bobroff** has returned to his home in Far Rockaway, N. Y., and will be at some seaside resort in "Greater New York" for the summer months. His plans after that time have not been announced. **E. P. Rigsby,** who received the degree of M.S. in Pharmacy, now holds a commission through competitive examination as 2nd Lieutenant in the Medical Administration Corps of the Regular U. S. Army. He reported for duty on June 17 to the Commanding Officer of the New York General Depot. He will be assigned to eastern duty for a greater part of the summer and on August 28 will be transferred to San Francisco.

A Letter From Dean J. G. Beard

Hartford, Conn., June 26, 1940.

I have just learned that Mr. W. J. Smith has been elected Secretary-Treasurer of the State Association and Managing Editor of the Carolina Journal of Pharmacy. This news pleases me greatly and I want to extend to Mr. Smith not merely my own best wishes and promises of support in his efforts, but to pledge what I am satisfied are the desires of the entire membership—the helping hand that he will want and need during his early days of administering the work that has now been made his. Having been on the job in question for almost twenty-eight years I know better perhaps than others how important it is that the Secretary receive the sympathetic support of the general membership. Knowing Mr. Smith I feel certain that he will give freely of his finest efforts to the new undertaking and will merit the support that is granted to him. He has the youth, energy and the enthusiasm that are needed by the Association in the coming months that are going to be hard, and if he is made to feel that back of him lies the helpful support of the rank and file of the members, he will make good in a fine way. How about dropping him a card and letting him know that you will support him and that you are glad he is on the job? Such things help all of us; particularly do they help younger men just beginning a new adventure.

I wish at this point very earnestly to thank the pharmacists of North Carolina for the support they gave me while I was in office. The honor of being retained year after year as Secretary would have seemed empty if I had not at the same time received such fine support as to make the work involved partake somewhat of the nature of a hobby. I really got a big kick out of secretarying, and it saddens me a bit to say goodbye to the job. My gratitude goes to those who made this pleasure possible.

(Signed) J. G. BEARD.

News from the State University

The Class of 1940 has named the following as permanent class officers: President, **John A. McNeill**; Vice-President, **A. N. Costner**; Secretary, **Wriston Smith**; and Treasurer, **Leo Lorek.**

The following students of pharmacy made the honor roll for the final quarter of the year: **Misses Blanche Burrus**, of Canton; **Jessie Lee Smith**, of Robbinsville; **Rose P. Stacy, Sara Summerlin**, and **Elizabeth Weaver**, all of Chapel Hill; and **A. N. Costner**, of Lincolnton; **J. A. Creech**, of Salemburg; **S. N. Dulin**, of Elizabeth City; **A. R. Johnson**, of Kerr; **B. D. Kerr**, of Mooresville; **R. A. Kiser**, of Lincolnton; **W. K. Lewis**, of Mount Olive; **B. O. Lockhart**, of Saltville, Va.; **L. A. Lorek**, of Castle Hayne; **O. S. Matthews**, of Roseboro; **A. M. Mattocks**, of Greensboro; **J. M. Pike**, of Concord; **J. W. Thornton**, of Dunn; **P. L. Trotter**, of Pilot Mountain; and **H. P. Underwood**, of Fayetteville.

News has been received by the University Chapter of Kappa Epsilon that their group made the highest general average on the national examinations held in the late spring and that **Miss Anna Dean Burks**, president of the local organization, tied for second place for the highest mark made by individual candidates with a grade of 99.

The classes of 1939, 1940 and 1941 at the University have presented a Frigidaire drinking fountain to the School of Pharmacy to be installed on the third floor.

Happenings Here and There

F. O. Garren, formerly with Walgreen's Drug Store, of High Point, has accepted a position with the Asher-McAdams Drug Co., of Burlington, succeeding **C. A. Saunders**, who is now making his home in Salisbury.

Mr. and Mrs. C. M. Andrews, of Burlington, attended the Commencement exercises at Meredith College, where their daughter was a member of the graduating class.

Dr. E. A. Brecht, a member of the School of Pharmacy Faculty at the State University, and **Kirk Hardee**, of Wilmington, have applied for membership in the State Association.

A reporter tells us that Elliott's P macy at Fuquay Springs is making a n ber of improvements in the interior of store. Last fall the outside was extensi remodeled.

L. J. McNeill, originally of Fair B accepted a position some weeks ago Kennedy's, Inc., of Gastonia.

F. B. Ham, of Greensboro, is now n ing his home in Charlotte where he is sociated with the Walgreen Drug Co.

Lawing and Costner, of Lincolnton, remodeling the outside of the pharmacy installing a modern glass front.

Misses Jean and June Bush, of Ch Hill and Clinton, severed their connec with Reynolds Pharmacy in the Samp capital the middle of June to accep position with Franklin's Pharmacy on G wood Ave., in Raleigh.

The prompt discovery of fire early on morning of June 11 in the rear of the Drug Store, in Vass, in the center of town's main business block, averted might have been a disastrous blaze. fire, the origin of which has not been termined, damaged the rear wall of building and a quantity of unopened s stored in the back room. The frame the sun glasses in the front of the s were melted by the heat and there was siderable smoke damage.

W. L. Bühmann has sold his drug s in Biltmore to **H. H. Shigley** who is op ing it as the Shigley Drug Store, Inc. Bühmann is now associated with L. B. len's Pharmacy in Asheville. **M. L. C** has severed his connection with this and is now associated with the Econ Drug Store in Hendersonville.

We were delighted to receive a vis few days ago from **H. H. Leonard** Endo Products, Inc. He tells us tha has been promoted to Southern Sales ager of the company and will move to lanta, Ga., about Sept. 1st. We are that he reassures us that he will ofte turn to this State for visits. Whe Chapel Hill he was just back from York where he had attended the me of the A.M.A. and had visited the plant of his company.

A recent issue of "Men of the Mo the magazine of Weco News, carries o

er page a photograph of **Harry H.** ntgomery, Sales Manager of the W. H. g Drug Co. Mr. Montgomery won the tion for exceptional merchandising dur- the month of March. Speaking of him editor says, "As drug executives go, ry Montgomery is pretty new to the ie, though it is easy to see he catches fast. He was born in Pittsburgh, and nded U. N. C., graduating with the s of '36. His college honors were ıy . . . and he was the recipient of the tterson Medal' for outstanding all-around lity and leadership. . . ."

. **Coke Cecil,** High Point pharmacist, was ntly elected to head the High Point chants Association.

new drug store for the eastern part of State is the Lake Drug Store, of Lake ccamaw, owned and operated by **Dr. J. Dawson.**

To meet the demands of a growing ghborhood Reaves Drug Store at the top Haymount Hill in Fayetteville, has re- tly been enlarged and modernized with most modern equipment," a reporter tells Stocks have been increased, new fix- es installed, and a brand new cosmetic partment. On the interior Venetian blinds l fluorescent lighting add to the appear- e of the store and new tile flooring has n laid to enhance the comfort and clean- ss of the pharmacy. A new and modern scription department has been completed. other innovation is the installation of a y department where mothers "will find ıething suitable to fill every baby need." e store is owned by **L. E. Reaves, Jr.,** istered pharmacist.

Watson's Drug Store, of Southport, is other store which is undergoing remodel- . The pharmacy has been re-arranged l the interior re-painted. The prescrip- n department has been moved further to rear of the building.

FLASH! As our forms close Secretary-Treasurer W. J. Smith informs us that mail should be sent to him care of Drawer 151, Chapel Hill. Please note carefully this new address for Journal and Association mail. Mail for Dean J. G. Beard and the School of Pharmacy should, of course, be directed to Drawer 629 as formerly.

We have just been looking over the list of members of the T. M. A. for the coming year and we note that 186 are now affiliated with the organization. Isn't that a splendid membership? Druggists all over the State appreciate the interest of the traveling men in the Association and the fine work they are doing in behalf of the organization.

Druggists were greatly interested in seeing the pictures of the Bush twins in the *New York Times* and elsewhere last week. It seems that Bob Thompson, director of the State News Bureau, heard about them not long ago and landed their pictures with a syndicate. Thus it was that the picture of "Jean and June" "turned up all over the nation last week as the only fair sex twins on the registered pharmacist roster." Commenting upon the honor paid to these fine young ladies the editor of the *News and Observer* remarks: "The syndicates are getting fed up with bathing girls and Newsman Thompson hit a natural with two beauties behind a prescription counter!"

Wedding Bells

The younger graduates of the University were interested and surprised to hear during Commencement Week of the marriage of **Miss Elizabeth Milton Weaver,** daughter of Mr. and Mrs. Jas. Ralph Weaver, of Chapel Hill, to Dr. Harley Brookshire, Jr., of Asheville, in New Orleans, La. on July 19, 1939. The bride is a 1940 graduate of the State University School of Pharmacy. She is a charter member of the University chapter of Kappa Epsilon, national pharmaceutical sorority, and of Chi Omega. Dr. Brookshire is also a graduate of the University and received his M.D. degree from Tulane University this June. After the announcement of the wedding Dr. and Mrs. Brookshire spent some time in Asheville with the groom's parents before leaving for Cincinnati, Ohio, where the former is now a member of the staff of Saint Mary's Hospital.

Shortly before the announcement of the above wedding came the news of the marriage of another of this year's graduates—that of **Charles Daniel McFalls** and Miss Louise Brown, both of Greensboro, which took place on Dec. 2, 1939 in Martinsville, Va., at the home of the pastor of the First

Baptist church. The groom is originally from Newton but has spent a great deal of his time in recent years in Greensboro. During his senior year at the University he served as student assistant in the laboratories and was president of the graduating class.

Another wedding of interest to the younger druggists in particular was that of **Wm. L. Sloan** and Miss Ruth Hamilton, of Lumberton, which took place in Virginia on May 16. The groom is originally from Chapel Hill but since his graduation from the State University in 1939 he has been connected with the Wrike Drug Co., of Graham.

We were greatly interested to receive an invitation from **B. F. Page** to the marriage of his daughter, Helen Frances, to John Burgess Gaither on the evening of July 6th at the Edenton Street Methodist church in Raleigh. Many friends of Mr. Page and his charming daughter are making their plans to attend this wedding.

We take pleasure in announcing the marriage of Miss Elnora Honeycutt, of Franklinton, and **Howard Emsley Whitley,** of Concord, on the afternoon of June 19 in the Franklinton Methodist Church. Mr. Whitley is the son of Mrs. A. D. N. Whitley and the late Dr. Whitley of Monroe, and received his pharmaceutical education at the State University, graduating in 1929 with the degree of Ph.G. For the past several years he has been practicing his profession in Concord and is now a proprietor of the Whitmore Drug Co. After a wedding trip to New York and Atlantic City the young couple are at home to their friends in the Cabarrus town.

Births

Mr. and **Mrs. A. B. McLeod,** of Mebane, announce the adoption of a son on April 28. The little boy was born on March 22 making him five weeks old at the time of his adoption. His name is Alton Brooks McLeod, II. The proud father tells us that his son "is going to be a real Norwichite from the way he takes his Norwich cod-liver oil."

We were greatly pleased to receive an announcement of the birth of Gilbert Clyde Hartis, Jr., of Winston-Salem, on June 21. The young man weighed eight pound birth. We are joining many friends i tending congratulations to the proud ents, **Mr.** and **Mrs. G. C. Hartis, Sr.** are wondering if the son will follow i father's footsteps and enter the profe of pharmacy. If he does he will cert "have to step on it" to keep up with senior Hartis' career. "G. C., Sr.," one of the most enviable records achieved in the State University Scho Pharmacy, and when he took the Board examinations he made the hig average for that year thereby winning Beal Prize. Many other honors cam him during his college days. He is representative for Parke, Davis and C

Deaths

Dr. Walter Otts Allen, prominent dersonville physician, died May 26 at J Hopkins Hospital in Baltimore of m gitis following mastoiditis. He had u gone operations at Duke Hospital an the Baltimore institution and was tho to have improved when he suffered a lapse. Dr. Allen was born in Henderson on Jan. 20, 1897 and received the Ph.G. gree from the State University in 1918. was a member of Kappa Psi and Pi Ka Phi fraternities. He was licensed a pharmacist in 1917 and saw service the U. S. Navy during the World Later he attended the Medical College the State of S. C., winning his M.D. de in 1925. Since that time he had pract his profession in Hendersonville.

The Journal extends sincerest sympa to **Mr.** and **Mrs. E. E. Thomas,** of Roxb in the death of their daughter which curred on May 30.

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Vol. XXI No. 8

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THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

August, 1940

Board of Tellers Announce Officers-Elect

The Board of Tellers of the N. C. P. A., appointed by President Hollingsworth, met in Mount Airy on July 11 to count the mail ballots sent in by the members of the Association. The Board was composed of Messrs. W. S. Wolfe, Chairman, A. P. Turnmyre, and George E. Royall. The group has announced the election of the following successful nominees for office during the year 1941-42:

President, Ralph P. Rogers, Durham

First Vice-President, John C. Brantley, Jr., Raleigh

Second Vice-President, W. M. Salley, Asheville.

Third Vice-President, T. G. Crutchfield, Greensboro

Member Executive Committee, Joe Hollingsworth, Mount Airy

These officers will be installed at the 1941 meeting of the Association in Durham. It is interesting to note that President-elect Rogers will assume office in his home city.

We extend our heartiest congratulations to these officers-elect and we feel sure that their administration will be a successful and a pleasant one.

RALPH P. ROGERS, of Durham

WE PAY HIM *but he works for you!*

● Lilly detail calls are frequent. Every few seconds, day in and day out, some physician, somewhere, is interviewed by the Lilly man. These calls, which add up to hundreds of thousands a year, mean much to the retail drug trade. For all of the business which the Lilly man creates is business for you. Co-operate with the Lilly man in your territory. In addition to the many specialties which have so greatly increased prescription volume, he offers a comprehensive line of products official in the U.S.P. XI and N.F. VI. Remember the Lilly man works for you, never against you. That is the Lilly Policy.

The drug trade in and around Cicero, Howthorne, the Stock Yards, and West Town, will recognize in the gentleman above a friend of long standing. Herman Demler first become identified with Eli Lilly and Company in April, 1911. His service since that time has been uninterrupted, and he is now in his thirtieth year.

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The Carolina Journal of Pharmacy

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AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

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Vol. XXI AUGUST, 1940 No. 8

Officers of the North Carolina Pharmaceutical Association for 1940-41

President, also Chairman of Executive Committee.....Joe Hollingsworth, Mt. Airy
Secretary-Treasurer.....W. J. Smith, Chapel Hill
Secretary-Treasurer N. C. Board of Pharmacy.....F. W. Hancock, Oxford
General Counsel, also Executive Secretary Fair Trade Committee.....F. O. Bowman, Chapel Hill

"Your" Association

For the past 28 years Dean J. G. Beard has ably served as an executive officer of e N. C. P. A. and to him pharmacy owes a deep debt of gratitude. His untiring efforts behalf of you and your fellow pharmacists; his understanding of your problems; his ility; his constant efforts to keep pharmacy abreast of other professions; and, above all, s laudable sense of fair play have all served to build the N. C. P. A. into one of the rongest and most effective pharmaceutical organizations in this country.

When Dean Beard assumed the Secretaryship of the Association there was but a ndful of members. By constant work—year by year—he gradually increased the mem- rship until there were more than 900 in its ranks. At the rate it has recently been owing there will soon be 1,000 members for collective work and action in the Asso- ation.

Miss Noble has been closely associated with Dean Beard in this work for the past years and it is primarily due to her efforts that the CAROLINA JOURNAL OF PHARMACY s achieved such an admirable record in the field of pharmaceutical publications. No e in Chapel Hill is more familiar with the mechanics of the JOURNAL than she; there- re, her advice and suggestions will be welcomed.

In assuming the work as Secretary-Treasurer of the Association and later as Editor the CAROLINA JOURNAL OF PHARMACY, I do not plan any radical changes. Rather, it ll be an honest endeavor to "carry on," fully realizing my obligations to the profession. an Beard, Miss Noble, and Professor Rose, together with a host of others, have set e standard high by their splendid work in the past. My hope is that I may discharge e duties of Secretary-Treasurer of the Association as effectively as they have been in e past. Your co-operation will help me reach that goal.

In line with President Gattis's recommendation made at the Charlotte Convention at "The Secretary of the Association visit every drug store in North Carolina between nual meetings," I have started such visits. The first week of July I visited 43 drug ores in Fayetteville, Lumberton, Southport and nearby towns. Laurinburg, Rockingham d the "Sandhill" area were visited during the second week. These trips will be con- nued until every section of North Carolina has been contacted.

I shall welcome suggestions as to methods for improving the Association. It is "your" ssociation, so don't hesitate to send in constructive advice.—W. J. S.

Sectional Meetings of the N. C. P. A.

Over a period of years the Association s gone on record from time to time as voring sectional meetings of the N. C. A. between annual meetings. This plan to be considered seriously now that busi- ss methods are changing so fast and such pid progress is being made in the field pharmacy. No longer can we withdraw to "our shells" and keep abreast of ings; we must study the methods of our more successful pharmacists and adapt those methods to our own businesses.

It has been suggested that one day sectional meetings of the Association be held in each of the three divisions of the state: East, Central and West; that the meetings be commercial in nature and that a town be selected for the meeting which is too small for the annual meeting but large enough to take care of the sectional meet-

ing. Such sectional meetings would give the President of the Association at least three opportunities to appear before the members in an official capacity each year.

The plan of sectional meetings has met with enthusiastic reception by those me bers of the Association with whom Secretary has had an opportunity to disc the matter. Your comments on this plan solicited.—W. J. S.

Pep for Your Credit Department

Various credit surveys carried on during past years indicate that members of the teaching profession are high on the list of "good credit risks." Since thousands of North Carolina teachers will soon be back for their school year, it will be advisable to explore the possibilities of offering them credit in your store.

I know a number of pharmacists in North Carolina who open their credit department on an unlimited scale to the local teachers and are well repaid for their efforts. Credit losses from this source are surprisingly low.

One druggist in this State has several hundred small cards printed each year on which appears the name of his store together with an appropriate motto. Each card has five figure ones equally spaced at the bottom, each one being good for a five-c drink when presented in person at the sto A one is punched from the card each ti it is presented in payment of a five-c purchase. By the time the card holder all five ones punched out, he or she have gotten the habit of trading at y store.

The card together with a friendly let offering the convenience of a monthly cha account is sent to all teachers within immediate trading area. A list of the lo teachers can be secured either from y local newspaper or the Superintendent Schools.

It's up to you to decide who is to this business—you or your competitor. W. J. S.

As We Travel Over the State

By W. J. Smith

We Meet Two Ph.D.'s

Wiltshire Griffith and L. E. Hesterly, pharmacists with the Justus Pharmacy, of Hendersonville, recently gave an order for a rubber stamp to be used in stamping the labels of rubbing alcohol. When the stamp was returned from the manufacturer, the words Ph.D. appeared on the stamp opposite each of the pharmacist's names, rather than the Ph.G. requested. Mr. Griffith says that they haven't written their dissertation as yet but it will probably be on: "The Gastronomical Effect of Drinking Rubbing Alcohol."

We Want to Help You!

If you are interested in buying used show cases, tables, booths, wall cases, and other drug store fixtures, the JOURNAL will be glad to put you in touch with pharmacists who have such merchandise for sale.

Professional Pharmacist's Coats

So many inquiries have been received in regard to the professional pharmacist's coats shown at the Charlotte convention that we are listing the addresses of the manufacturers of such garments:

Colored coat with pharmacists' insig on pocket: Sold by the Melrose Hospi Uniform Company, 387 Fourth Ave., N York City.

Professional white smock: Sold by Ange ca Jacket Company, 1419 Olive St., Louis, Mo.

The Pharmacists' Sleeve-Insignia can obtained from the International Emb Supply Co., of Battle Creek, Michigan.

One of the most delicious Coca-Co it has ever been my pleasure to drink purchased in the C. and W. Pharmacy, Hamlet. Here's the secret: Each Coca-C served in this store is served from one the regular Coca-Cola dispensers and pla in a sterilized glass which has been pre ously cooled in the fountain. Since ice not added to the drink, carbonation is ma tained at a maximum, thus insuring Co Cola far above the average.

Sign in a Drug Store

The height of illegibility—a doctor's p scription written with a post office pen the rumble seat of a second-hand car.

Drug Store Statistics

By L. O. Heideman, *Vice-President, A. C. Nielsen Co.*

(Note:—This address was presented at the 1940 convention of the N. C. P. A. The material as illustrated by the use of charts. It is impossible to reproduce the charts here so tables, outning the figures on which they were based, have been substituted wherever possible.—Ed.)

The material which I am presenting is ased on facts. Facts that are available nly because certain manufacturers are fficiently enterprising to contribute several illion dollars annually for their compilaon.

(Note: The speaker listed the names of ese manufacturers at this point.)

How the Nielsen Drug Index Operates

In order to help you understand the facts am going to present, let me describe the act-gathering process of the Nielsen servces.

The Drug, Food, and Liquor industries equire a special fact-gathering system beause in these industries the manufacturer oes not sell directly to the consumer, but o the chain and wholesale warehouses, hich in turn ship to chain and independent retail stores. These retailers then sell o the ultimate consumers.

The inventories in the chain and wholeale warehouses and in the retail stores are o great, and they fluctuate so widely from onth to month (often for reasons beyond ie manufacturer's control), that the amount f orders received or goods shipped *at the actory*, in any given month, is usually uite different from the amount of goods oved into the hands of *consumers* across etail counters.

While this fact is appreciated in princile by nearly everyone, the *extent* to which *onsumer* sales differ from *factory* sales is ot appreciated by most executives.

Knowledge of Consumer Sales is Vital

However, it is vitally important to know *onsumer* sales, for the company may be pending money for various advertising and erchandising efforts to increase the flow f its goods at the point of consumption; nd if there is no way of measuring the ow *at this point*, it is difficult and often mpossible to know promptly and accurately the profits resulting from each advertising or merchandising effort.

If the manufacturer makes, on Jan. 1st, a definite change in any phase of his marketing effort, his *factory* sales for the next few months will not ordinarily give a true indication of the extent to which the change affected his *consumer* sales.

What we really need is a *consumer* sales curve. If, in addition to this consumer sales curve for the entire United States, we could have a separate curve, in the same form, for each territory, each city-size range, each store size, each consumer income class, etc., we could learn accurately and promptly the result of every move we make.

And it would be ideal if we could have a similar set of consumer sales curves for each competitor, because we would then know more about each competitor's sales than he himself knows. By watching the true result of every *competitive* move, experience as to profitable and unprofitable methods could be accumulated much more rapidly than would be possible if the manufacturer had to rely solely on *his own* experience.

The Research Method Used

The Nielsen Drug, Food, and Liquor Index measures consumer sales continuously (every 60 days) by detailed, personally conducted *audits of invoices and inventories* in 4,000 typical chain and independent stores. These stores have been selected in such a manner that *their* sales furnish a true cross-section of the sales of *all* stores in the drug, food, and package liquor fields. The U. S. Census of Distribution was used as the principal guide in selecting these stores.

Each territory, each city size, each store size, and each class of neighborhood is represented in its proper proportion. The drug stores are located in 400 carefully selected cities, ranging in size from the largest to places of only a few hundred

inhabitants, and even to crossroad locations in rural sections.

A contract has been made with each independent store, and with the headquarters of each chain organization, under the terms of which A. C. Nielsen Company has the privilege of taking inventories and auditing the invoices for all goods coming into the store. We, in turn, compensate chain and independent retailers with cash and marketing information.

The consumer sales figures obtained in this manner are expanded to a total for the entire country. The infinite care used in selecting and auditing stores has resulted in sales figures that are 98% accurate. This has been demonstrated conclusively by a great number and variety of checking methods.

The high degree of accuracy is readily understandable when it is realized that the Nielsen drug stores serve the needs of 3,500,000 consumers. Compare these coverage figures with the usual range employed in consumer surveys (seldom more than 10,000) and, also, recognize the fact that consumers can seldom give reliable data on *quantities consumed;* whereas accurate store auditing can determine, with negligible error, the quantities sold.

Determining Competitors' Sales

One of the unique and valuable features of the Nielsen Index method is its ability to determine the sales of the client's *competitors* just as easily as it measures the sales of his own products. And the competitor's sales are furnished in a form far more useful than if they had been obtained at his *factory.* By knowing his competitor's *consumer* sales, the manufacturer can judge the effectiveness of every move made by competitors.

Principles of Store Auditing

The table below illustrates the principles employed in determining consumer sales and other vital marketing data in Nielsen Index stores.

BLANK BRAND TOOTH PASTE (50c Size)
John Doe's Drug Store
For Jan.-Feb., 1939

Purchases	*No. of Pkgs.*	*Orders*	*Value*
From Manufacturer	1	24	$ 7.00
From Wholesalers	10	62	19.10
	86		$26.10

Inventory		
January 1	114 Pkgs.	
March 1	93	
Change	21	
Consumer Sales		
Packages	107	
Price, per Pkg.		.4
Dollars, Total		$43.8
Store Promotion	*Yes*	*N*
Window Display	x	
Inside Advertising Display		
Inside Goods Display	x	
Local Advertising, by Store	x	
Special Price Sale	x	
At What Price?	$	.3

Note that the dealer is not relied upo for any sales information. He merely save every invoice, demands a receipt or invoic when making occasional cash purchases, an records any deal splitting.

A special auditing method reveals instan ly any failure on the part of the dealer t keep invoices or to record split deals. Th cash compensation paid to dealers is suff cient to insure considerable care in thei part of the work.

The store auditing, while simple in pri ciple, is exceedingly complex in actual pra tice. Our auditors must be familiar wit all the tricks in buying, selling, and in voicing every type of drug, food, and liqu product. A highly trained, *permanent, ful time* staff is used for this work and fo every other Nielsen Index operation. Abou 600 people are employed full time on th type of research work alone.

Advertisers are betting millions on th correctness of our findings; hence no stor is left unturned in our efforts to insur accuracy.

In the course of a year, over 300,000,00 items of information are secured by th Nielsen Index field staff, and are tabulate cross-analyzed, and interpreted by the othe departments of the Nielsen organization.

Types of Information Secured

The basic field data shown in the tab above are analyzed in a manner which r veals the following types of information

Complete List of Data Secured: (1) Sal to consumers; (2) Purchases by retailers (3) Retail inventories; (4) Stock-turn; (5 Distribution; (6) Percent out-of-stock; (7 Prices (wholesale and retail); (8) Reta gross profit; (9) Direct vs. Wholesale pu chases; (10) Average order size; (11) Dea

push (displays, specials, advertising, etc.) d (12) Total sales—all commodities.

These twelve types of information are oken down by: (a) Brands—your own vs. npetitor's; (b) Territories—East, Cen-l, South, Pacific; (c) Sales territories;) City sizes—A, B, C, and D; (e) Large ies; (f) Store type—chain vs. indepen-nts; (g) Store size—large, medium, small;) Package size—small, medium, large, nt; (i) Consumer income class; (j) Etc.

Since all data are punched on tabulating rds, *special* breakdowns are readily ob-ned (e.g., sales in stores that display the ods vs. sales in other stores). These cial breakdowns frequently furnish the utions to the most perplexing marketing oblems.

Note that all work is repeated every two nths, so that *trends* are determined on all es of information. *Continuity and accu-y* are the primary features of this type research.

Testing

The Nielsen Index method of measuring sumer sales furnishes a means of pre-ting, on a small, inexpensive scale, most the more important types of promotion. r this purpose we employ ten test cities which we cover a very high percentage the total stores, thus furnishing a highly urate trend of consumer sales for each nd in these cities.

Testing is commonly construed to mean *opy* testing,'' and it is true that most ting methods are applicable only to the ting of advertising copy. The Nielsen dex method, however, is equally applicable the following types of promotion, all of ch have been tested under our direction: Advertising quantity; (b) Advertising dia (e.g., radio, newspapers, outdoor); Co-operative advertising; (d) Push ney; (e) Displays; (f) Deals; (g) Re-sales effort; (h) Detailing of dentists, sicians, etc.; (i) Sampling; (j) Price nges; and (k) Package changes.

t has been our experience that this meth-when conducted with a high degree of l and with infinite attention to detail, nearly always yield sound results.

Summary of Principal Uses by Manufacturers

One of the greatest benefits which retailers are deriving from the Nielsen Drug Index service arises from the intelligent use of this service by drug manufacturers.

It is axiomatic that whenever a manufacturer makes an erroneous decision in regard to marketing, there is waste. It is also true that this waste and financial loss are often borne not only by the manufacturer, but also by the wholesaler, the retailer, and the consumer. Therefore, the retailers are benefiited by any device which increases the accuracy of the executive decisions made by the manufacturers in matters of marketing policy.

Since executive decisions can be no more accurate than the facts on which they are based, it is obvious that a firm foundation of facts is of primary importance.

The Nielsen Index service performs an almost infinite variety of functions for the drug manufacturer as shown by the summary of *principal* uses below.

1. To distribute advertising and merchandising effort correctly among various territories, city sizes, store sizes, seasons, and consumer income levels.

2. To detect marketing weaknesses and reveal the result of every effort to correct them.

3. To separate the profitable from the unprofitable, e.g., (a) Copy appeals; (b) Quantities of advertising; (c) Types of media; (d) Deals, combinations, premiums, etc.; (e) Displays, etc., and (f) Radio programs.

4. To provide *advance* warnings of sales declines, competitive inroads, need for changes in product, package, etc.

5. To reveal the causes of sales declines and point toward the remedies.

6. To detect gains or losses in dealer goodwill.

7. To determine the most profitable price levels.

8. To pre-determine the results of proposed promotional expenditures. This is done by *testing* in certain cities or areas.

9. To reduce the risk in marketing new products.

For an even simpler summary of the Nielsen Index, we turn to the words of Abra-

ham Lincoln: "If we could first know where we are and whither we are tending, we could better judge what to do and how to do it."

Nielsen Index Data for Drug Retailers

Now let us use the Nielsen Index facts to aid drug *retailers* with their problems. All the facts gathered by the Nielsen staff are recorded on tabulating cards. Each card shows exactly what happened to one package size of one brand of one commodity in one Nielsen Index store for one bimonthly period.

A typical card would show the following facts: (1) John Doe's Drug Store; (2) City of Evanston; (3) State of Illinois; (4) County of Cook; (5) Suburb of Chicago; (6) Class "C" population; (7) Drug store; (8) Independent; (9) Rexall Agency; (10) Large size store; (11) Neighborhood location; (12) Upper income class; (13) Jan.-Feb., 1939; (14) Dentifrices; (15) "Blank" brand; (16) 50-cent size; and then would follow the data outlined in the table on page ——.

The facts which will now be presented have been drawn from about 26,000,000 of these tabulating cards—a pile more than *twelve times the height of the Empire State Building!* To gather these facts, Nielsen Index field auditors have traveled the equivalent of 300 trips around the world!

Also, let me emphasize the fact that A. C. Nielsen Company is absolutely impartial as between chains and independents, that we are impartial as between various brands and products, and that we hold no brief for any particular types of promotion or advertising. Our task is to gather the facts and interpret them to the best of our ability.

Drug Store Sales

By using the average figure of 1936 as a base of 100, the table below shows an index of drug store consumer dollar sales for the years 1936, 1937, 1938, and 1939.

	1936	*1937*	*1938*	*1939*	*1940*
Jan.-Feb.	93.0	102.9	99.9	101.7	104.0
Mar.-Apr.	94.4	103.0	100.5	102.5	
May-June	100.5	107.4	101.1	105.3	
July-Aug.	102.2	109.2	103.3	105.2	
Sept.-Oct.	100.7	106.6	103.8	104.8	
Nov.-Dec.	109.2	119.2	110.4	113.6	

1936 = 100
1937 = 107
1938 = 103
1939 = 106

While the trend of sales has been generally upward during successive bi-monthly periods of each year, sales during 1938 and 1939 failed to equal the 1937 average. The January-February 1940 figure is the highest January-February reported for the five years shown in this table.

In comparing independent drug and chain drug store consumer sales for the last five years, we find that, while independent drug stores were increasing their share of the total business during the first three years of the comparison, there has been no significant shift in the relative proportion of the total dollar volume done by each type of store during the past year.

SALES PROGRESS OF DRUG INDEPENDENTS vs. DRUG CHAINS

	1936	*1937*	*1938*	*1939*
Independents	75.2%	75.9%	76.3%	76.3%
Chains	24.8%	24.1%	23.7%	23.7%
	100 %	100 %	100 %	100 %

The retailers who co-operate with the Nielsen Drug Index are furnished with a continuous curve showing the variations in total drug store volumes each 60 days. Breakdowns are also furnished by state, type, territories, city sizes, etc., so that comparisons can be made for any desired section of the market.

Independent Store Shares

The extent to which the competitive position of independent drug stores has varied on typical drug commodities during the last five years is shown in the following table.

INDEPENDENT STORE SHARES

	1935	*1936*	*1937*	*1938*	*1939*	*5 year % gain in*
Tooth Brushes	63	66	70	71	71	+ 13
Dentifrices	62	63	66	68	69	+ 11
Corn Remedies	72	73	74	77	77	+ 7
Razor Blades	67	68	70	72	71	+ 6
Seltzer Aspirin	74	76	77	78	78	+ 5
Cold Remedies	78	80	81	82	82	+ 4
Hand Lotions	71	72	73	74	74	+ 3
Sanitary Napkins	—	—	79	81	82	+ 3
Shaving Creams	—	68	70	71	70	+ 2
Laxatives	—	—	76	77	78	+ 2
Average gain (unweighted)						+ 6

In view of the fact that independent store sales as a whole have not made such decided gains in relation to chain store sales, and considering the fact that independents have

own increasing shares of the business on large number of products, it seems fairly vious that chains must have gained in her lines such as tobacco, soda fountain, e., or, they may have added new lines and us maintained their former share of the tal business.

Retail Stock-Turn

Because of the importance of stock-turn determining profits in drug retailing, we ve analyzed our data for certain classes merchandise in order to determine the te of stock-turn of leading advertised vs. nor and private brands.

RETAIL STOCK-TURN
of
Advertised vs. Non-Advertised Brands
Independent Drug Stores

Annual Stock-Turn 1939

	Advertised Brands	*Non-Advertised Brands*	Ratio
ld Remedies	3.0	0.9	3.3
xatives	5.0	1.6	3.1
ltzer-Aspirin	6.3	2.1	3.0
nitary Napkins	7.4	2.7	2.7
al Antiseptics	4.5	1.8	2.5
nd Lotions	3.5	1.5	2.3
zor Blades	4.0	2.2	1.8
ntifrices	3.2	1.9	1.7
odorants	3.4	2.1	1.6
ce Creams	2.4	1.6	1.5
aving Creams	2.2	1.5	1.5
erage (unweighted)	4.4	2.0	2.2

Out-of-Stock Losses

How much business is the average drug ailer losing through his inability to sup- what the consumer wants? We know at these losses must be considerable, be- use no retailer can hope to handle every- ing for which a consumer might ask. We , however, have a definite means of meas- ng the losses due to *running out of stock;* at is, due to failure to supply a product ich is *ordinarily* stocked in that store but ich is temporarily out-of-stock.

The Nielsen Drug Index shows the per- ntage of independent stores which, while ndling an item regularly, are out-of- ck *at any given date.* These figures are wn for typical products in the follow- g table. While the trend is favorable, it uld seem that there is room for con- derable improvement. In the food indus- , out-of-stock figures are considerably ver—probably due to a much higher aver- e order size placed by retailers.

RETAIL OUT-OF-STOCK
Independent Drug Stores

	% Stores Out-of-Stock Average Item Jan.-Feb. '38	*Jan.-Feb. '40*	*Per Cent Improvement*	*% Stores Out-of-Stock Worst Item Jan.-Feb. '40*
Sanitary Napkins	4.0	2.0	50	3
Deodorants	7.8	4.7	40	10
Face Creams	11.8	8.8	25	20
Razor Blades	7.2	5.7	21	14
Corn Remedies	6.8	5.5	19	6
Tooth Brushes	4.6	4.1	11	21
Laxatives	7.1	6.5	8	43
Seltzer Aspirin	9.2	8.5	8	40
Oral Antiseptics	5.2	4.8	8	7
Shaving Creams	6.8	6.4	6	25
Hand Lotions	9.1	8.9	2	27
Dentifrices	6.2	6.6	— 6	16
Hair Tonics	7.2	8.1	—13	15
Cold Remedies	4.7	6.0	—28	13
	7.0	6.2	11	19

The question has often arisen as to whether being out-of-stock on a certain brand or a certain size actually represents a loss to the retailer or whether the customer merely accepts another brand or another size. In an elaborate consumer survey which we conducted in the Eastern states, an answer to this question was obtained.

If the store is out of the *desired size* of the brand requested:

28% of the housewives will take another size
12% will take another brand
33% will go elsewhere to buy
27% will defer buying

This means that the retailer loses 60% (27 + 33) of his possible or immediate sales.

If the store does not stock the *brand* or is *out of the brand* requested:

22% of the housewives will take another brand
46% will go elsewhere to buy
32% will defer buying

This represents a loss of 78% (46 + 32) of his possible or immediate sales.

No retailer can be expected to handle every item that customers may request. However, adequate stocks of fast-moving sizes of popular brands would enable retailers to retain at least a portion of the possible or immediate sales that are lost due to out-of-stock conditions.

Variety Store Competition

The drug industry has been complaining about competition from limited price variety

stores. Since the Nielsen Index has no statistics on this subject, we must turn to other sources.

In considering only the drug and toiletry sales of drug stores, department stores, and limited price variety stores, we find that the gains made by the limited price variety stores in these lines have probably been over-emphasized.

DIVISION OF DRUG AND TOILETRY VOLUME

	1933	1935	1937	1939
Drug Stores	63%	65%	65%	64%
Dept. Stores	22%	20%	20%	20%
Variety Stores	15%	15%	15%	16%
	100%	100%	100%	100%

Drug stores have increased their share of the total drug and toiletries volume by the same amount as have the limited price variety stores during the past six years. It is easy, however, to see how the variety stores could create the impression of having made greater inroads, because obviously they concentrate their drug and toiletries business on a very few types of "pre-sold" goods. The introduction of sizes larger than the 10c sizes in these stores may also be a contributing factor.

It has also been contended that the variety stores cater to a different class of trade than do drug stores and therefore the druggist is limited in his opportunity to obtain the business that goes to the variety store. The following table (based on a recent Nielsen consumer survey) shows that variety store customers come largely from the lower income groups, and these are the buyers to whom the small sizes make their greatest appeal. However, both independent and chain drug stores reach a higher percentage of lower income families than do the variety stores, so it can be concluded that reasons other than the income classes of families served by each type of store must be responsible for the druggists' failure to cash in on this business.

STORE PATRONAGE VARIATIONS
By
CONSUMER INCOME CLASSES
Percent of Families Using Each Type of Store

	INCOME CLASS			
	Upper	Upper Middle	Lower Middle	Lower
Independent Drug	93	90	86	85
Chain Drug	33	39	40	38
Variety	2	6	14	24
Department	39	32	16	5

Variety store customers must travel grea distances than drug store customers to their shopping. This is readily understa able when you consider that there are o about 12,000 variety stores compared w about 60,000 drug stores.

DISTANCE TO STORES USUALLY USED
1939 CONSUMER SURVEY

	Chain	Independent	Department	
Percent Traveling—				
Over ½ mile	44	22	91	
¼ to ½ mile	25	19	5	
Less than ¼ mile	31	59	4	
	100	100	100	1

Based on these tables, drug stores ha an advantage over variety stores in reachi a higher percentage of consumers in all i come classes and also in store locations.

Variety stores apparently have the a vantage over drug stores from a merch dising standpoint as they are preferred consumers because of price, small sizes, a displays.

It is my opinion that these advantag are not insurmountable as the problem pr ably resolves into educating consumers the fact that these conditions can also found in drug stores.

Consumer Buying Habits and Preferences

The trends which I have shown you far have all been obtained from regul Index data. In order to secure addition information that might be helpful to r tailers, our company makes a comprehensi consumer survey in some section of t country each year in an effort to obta the reactions of the buying public in rega to their purchasing habits, why they u certain stores, why they stop trading wi certain stores and similar information.

In reviewing this material, please be in mind that this survey was made in c tain Eastern states, and while some of t facts would be applicable to any section of country, others may serve only as guide or as an indication of points th should be watched in attempting to impro your own store operations.

Readership of Retail Drug Store Advertising

In the area studied, 26% of the families ated that they read drug store advertis- ig regularly, 28% seldom read the adver- sements, and 46% stated that they never ad drug store advertising. We feel that ie families who say they seldom read drug dvertising should be considered as non- aders rather than readers. Readership in- reases as incomes decrease, with 31% of ie families in the lower income group read- ig drug store advertising regularly as com- ared with 14% in the upper income group.

The Influence of the Physician

The average family, in the area studied, ses 4.1 prescriptions per year. This varies rom 5.6 prescriptions per year in the upper ncome families to 3.3 prescriptions per ear in the lower income families.

The number of families who stated that o prescriptions had been obtained during he past year varied from 12% of the upper ncome families to 37% of the lower in- ome families. These figures, no doubt, re- ect to a certain extent the effect of the octor leaving medicine with the family, hich may not have been considered as an ctual prescription by the family. Inas- uch as 10% of the families obtained medi- ine in this manner, the number of prescrip- ions obtained per year is probably low, as ach time the doctor leaves medicine the eed for obtaining a perscription at a drug tore is eliminated.

That the prescription business is con- entrated in a relatively small number of amilies is shown by the fact that 21% f the families buy an average of 11 pre- criptions per family per year and account or 62% of all prescriptions written.

When writing a prescription, the doctor ecommends a specific drug store in 29% f the cases, and his advice is "usually or lways" followed in 85% of these cases.

Roughly, therefore, it may be concluded iat the attitude of the doctor definitely etermines about one fourth of your pre- cription business.

As a point of interest, nine out of ten tores recommended in this area were inde- endent stores.

With these facts in hand, you can decide ow much effort to expand in cultivating our relations with the doctors.

Reasons for Preferring Stores Used Regularly

The twenty most important reasons, listed in the order of their importance, volunteered by housewives for preferring the stores used regularly are shown in the following table: (1) Convenient Location; (2) Regular Low Price; (3) Reliable; (4) Personnel; (5) Store Service; (6) Doctor Recommended; (7) Habit; (8) Variety; (9) Special Sales; (10) Quality Goods; (11) Likes Brands; (12) Good Delivery; (13) Friend Recommended; (14) Good Phone Service; (15) Credit; (16) Clean; (17) Prescription Store; (18) Fresh Goods; (19) Small Sizes (5-10c); and (20) One Item.

In considering these reasons, the fact must be kept in mind that certain conditions are expected or accepted by consumers, i.e., *cleanliness, prescription store,* etc. As long as these conditions exist, or are present, the average consumer may not consider them important as a reason for preferring a store. However, if the condition does not exist, the consumer may use it as a basis for a complaint against the store, as a reason for stopping the use of the store, or as a reason for refusing to trade with the store.

It should also be noted that consumers consider allied reasons, such as *personnel* and *store service* (which is dependent to a large extent on personnel) as separate and distinct functions.

Summary of Reasons for Use of Stores

The following table summarizes the points that are important in obtaining and holding customer patronage. The figures refer to the percent of stores to which reasons apply.

WHY DO CUSTOMERS

	Start	*Continue*	*Complain*	*Stop*
Location	37	48	9	56
Quality	7	33	17	15
Regular Low Price	13	28	31	23
Special Sales	7	12	—	—
Service	6	33	12	12
Personnel	1	20	11	23
Reliability	4	20	12	5
Recommended	13	16	—	—
Sales Promoton	11	2	3	—
Condition of Store	4	6	24	12
Ethics	—	—	4	19

Factors that are important in obtaining new customers for a store are: *location, low regular prices, recommendation,* and *sales promotion.*

After the customer has started to trade with a store, *location, quality, store service,* and *regular low prices* are dominating reasons for continued use of the store. Store *personnel,* which was negligible as a starting reason, increases in importance. *Sales promotion,* which was important as a starting reason, decreases in importance after the consumer has become a customer of the store.

Quality, high prices, and *appearance of the store* are the factors against which the greatest number of complaints are registered.

While a large number of complaints are registered against *quality, price,* and *appearance of the store,* consumers will apparently tolerate these conditions to a certain extent before stopping the use of the store. This is indicated by a comparison of complaints and stoppage.

In the case of *personnel* and *ethics,* the reverse is true in that the stoppage is higher than the complaints.

From the foregoing data we might conclude that a large percentage of customers who register complaints against a store will discontinue the use of that store. Complaints against *quality, high prices,* and *appearance of the store* are not as serious as complaints against *personnel* and *ethics,* because the store has an opportunity to correct the conditions that are reflected in *quality, high price,* and *appearance of the store* without losing the customer. In the case of *personnel* and *ethics,* a high proportion of the customers who stop using stores for these reasons will do so without registering a complaint.

Customer Turnover

The following table shows the length of time the average store (traded with regularly) is used.

CUSTOMER TURNOVER

Percent Using—	*Chain*	*Independent*
Under 1 year	6	7
1 to 2 years	8	8
Over 2 years	86	85
	100	100

The important point in this table is th relatively large number of families wh have traded with the same store for a perio in excess of two years. There is no signif cant difference in the length of time customer will use a chain or independen store.

Considering the retail profit on the ave age family's drug and toiletries purchase this table should be of material help i determining how much can be spent pr motionally to obtain a new regular cu tomer for the store.

Conclusions

In all the foregoing material, I have deal with only matters of absolute fact. Pe haps it is unwise for me to inject any o my own opinions.

On the chance that these conclusions, eve though only my own opinion, may be o some value to you, I'll state them.

1. Stock less heavily on minor and pri vate brands. Our records show definitel that the stock-turn on such brands is ver low—probably far lower than the averag retailer realizes. This low stock-turn no only ties up valuable working capital bu results in further losses due to obsolet damaged, and unsalable goods.

2. Devote a great deal of your attentio to displays. Study how their effectivenes varies for different products. For exampl they *may* be more effective on tooth brushe than on lipstick. The brush is somethin we always have in our medicine cabinets and it takes a display to remind us that i might be desirable to have a new one. W are in the market for a new tooth brus during a high percentage of the time.

The lipstick, on the other hand, is some thing we don't need to be reminded to buy When we use the last bit of it, we kno that we need a new one, and it may be tha we are seriously in the market for lipstic on this occasional day only. In general, dis plays skilfully used are a much more effec tive selling tool than most retailers realize

3. In building displays, use merchandis that will return a maximum profit. You display space is limited, therefore, you can not afford to use this valuable space fo slow turning items. If an item alread has a fair rate of stock-turn, there is a pos

(Continued on Page 113)

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*, Chapel Hill, N. C.

NEW FAIR TRADE MANUFACTURER

his is to announce that the ANDREW JER-S COMPANY of Cincinnati, Ohio, is now ating under our Fair Trade Act.

PRICE SCHEDULES

roughs Wellcome & Co. (U. S. A.) Inc.
loid' and 'Hypoloid' Ergometrine Products
Effective July 5, 1940.

rgometrine products are not subject to the tional discount of 5% (inclusive of any cash ount) on purchases of original shelf packages full dozen or more. A cash discount not ex-ing 2% on all purchases of Ergometrine may llowed by our wholesale distributor.

		New List Prices
poloid' Ergometrine, 0.125 mgm.		
gr. 1/500 approx.)	boxes of 10	$ 2.45
	boxes of 100	20.75
poloid' Ergometrine, 0.2 mgm.		
gr. 1/325 approx.)	boxes of 10	3.80
	boxes of 100	32.40
poloid' Ergometrine, 0.5 mgm.		
gr. 1/130 approx.)	boxes of 10	9.30
	boxes of 100	79.80
loid' Ergometrine, 0.2 mgm.		
gr. 1.325 approx.)	bottles of 25	1.90
	bottles of 100	6.75
	bottles of 500	31.85
loid' Ergometrine, 0.5 mgm.		
gr. 1.130 approx.)	bottles of 25	4.65
	bottles of 100	16.65
	bottles of 500	78.45

gate-Palmolive-Peet Company
Effective July 15, 1940.

	Full Retail Price	*Minimum Resale Retail Price*
ental Preparations		
gate Tooth Powder—Giant	$ .40	$ .37
gate Tooth Powder—Large	.20	.19
oilet Soap		
le Blossom	.05	.05
	2 for	.09
	6 for	.25
	12 for	.49
lair Preparations		
o Shampoo—25c Size	.25	.23

ent Chemical Company, Inc.
Effective July 8, 1940.
nt Special—all for 59c—Giant Special

Our "Giant Special" consists of one large tube of Iodent Tooth Paste or large can Iodent Tooth Powder (No. 1 or No. 2) and—four (4) IODENT Special IDOLITE Handle Tooth BRUSHES. The special package contains the five units, displayed and wrapped in cellophane, with special printing thereon with a suggested Fair Trade minimum price of 59c.

IODENT Special IDOLITE Handle Tooth BRUSHES—have not been marketed heretofore; they are NOT to be confused with Iodent Tooth Brush No. 1 for Teeth Easy to Whiten or Iodent Tooth Brush No. 2 for Teeth Hard to Whiten, already included in our Fair Trade contracts at suggested minimum price of 33c—which continues in force.

The 'Special' Tooth Brush, with IDOLITE handle, is hereby included in our Fair Trade contracts at a SUGGESTED MINIMUM PRICE of 15c each, when sold separately.

Our suggested Fair Trade minimum of 33c large Tooth Paste and/or Powder, and 15c for 'SPECIAL' Tooth Brushes will continue concurrent with the 'Giant Special' and be the governing price for separate item sales.

The Pioneer Rubber Company
Effective July 1, 1940.

The Pioneer Rubber Company has placed on the market the new Pioneer Grip-Tex household glove, which will only be supplied in counter display. This item is to be sold for not less than 29c per pair.

Universal Camera Corporation.
Effective July 15, 1940.

UniveX Movie Camera, Model B-856, retail	$ 9.95
UniveX Projector, Model P-83, retail	16.50
Total	$26.45

The following accessories may be given FREE by the dealer with the sale of the above Camera and projector:

1 UniveX Titler, No. M-9, retail $2.50
1 UniveX Editor & Viewer, No. M-8, retail 1.95
1 UniveX Splicer, No. M-1, retail 1.00
1 24 x 34 Silver Screen, No. S-2434, retail 1.95
1 25 ft. roll Hollywood Cartoon Film
1 Booklet "How To Make Movies"

This deal is in effect until August 31, 1940, and is qualified under Fair Trade in all states.

J. B. Williams Company.

Effective July 15, 1940.

Special Bulletin re Fair Trade Prices

Your attention is called to the following Combination Packages which we are putting out for a short time only.

	Full Retail Price	Minimum Retail Price
11-oz. Aqua Velva-Guest Sh. Crm. Comb. Pkg.	$1.00	$.79
5-oz. Aqua Velva-Guest Sh. Crm. Comb. Pkg.	.50	.39

Pro-phy-lac-tic Brush Company.

NOTIFICATION OF EXTENSION OF FAIR TRADE AMENDMENT

Please take note that, as permitted by the provisions of the Fair Trade Act, effective in your state, under which minimum retail prices have been established for this Company's products, we are now extending the expiration date of our recent amendment dated April 22, 1940, permitting the sale of two regular 40c cans of Prophy-lac-tic Brand Tooth Powder for 39c and a single can for 23c, until October 21, 1940.

Prosecutions

Herb Specialist

The N. C. Board of Pharmacy, together with the Buncombe County Medical Society, recently brought to a successful conclusion the case of State vs. Goforth in the Buncombe County Superior Court, Asheville. This case marked the first time that the Board of Pharmacy has actively co-operated with a medical society in investigating and bringing to justice an individual charged with "practicing medicine without a license."

Three days were required for the case; the defendant using 23 witnesses and the State 17. Witnesses for the State testified that the defendant had prepared an herb tonic represented as having curative value in the treatment of cancer and tumors and had supplied "Dynamite Pills" in conjunction with the tonic. A number of State witnesses testified that they had purchased the tonic at $12.50 per bottle twelve ounces.

The defendant testified that he had ne attended a medical school, that he was a registered pharmacist in North Carol that he did not attempt to diagnose prescribe, but kept a supply of speci prepared herb remedies for those wanted them for "general condition" The defendant further testified that he not know whether his tonics were good any ailment; that all he knew about tonics was what other people told h Additional evidence as brought out dur the trial revealed that the defendant had 10,000 testimonial booklets printed widely distributed in Western North Ca lina.

Conviction of the Herb Specialist carr with it the following sentence: A suspen sentence of two years on the chain-gang fine of two hundred dollars later chan to cost of the case—$209.00; and a sente requiring him to destroy all literature, vertising matter, apparatus, supplies, bottles of herb tonic; and to close his pl of business for a term of five years. If fails to comply with the above, he is begin serving his two-year suspended s tence immediately.—W. J. S.

Violation of Narcotic Act

Joseph Wolfson, registered pharmacist New York and unsuccessful applicant license in this state, was recently convic in Federal Court, Asheville, for violation The Harrison Narcotic Act. Evide brought out during the trial showed t Wolfson had purchased 94 gallons of p goric during the past year and had been tailing it indiscriminately at $0.20 an ou or $3.00 per pint.

Wolfson's sentence of a year and a was suspended on condition that he cl his store and return to New York. Asheville papers referred to Wolfso business establishment as a "Parego Speakeasy."—W. J. S.

AS SUMMER SUNS SIZZLE!

By Alice Noble

Your Land and My Land!

"I pledge allegiance to the FLAG of the United States of America and to the Republic for which it stands. One Nation Indivisible, with Liberty and Justice for all."

"Regardless of world conditions, and nomic and political conditions at home, e should never forget his allegiance to the ag of the United States of America, the eatest emblem of *Freedom* in all the rld. . . . With the terrible conditions in e Old World, it behooves each of us to iew the above pledge and let the world w we won't tolerate allegiance in this ntry to any other flag." *Bulletin S. l. Retail Druggists Association.*

A Friend Whose Memory We Cherish

We were in Greensboro a few days ago d we made it a special point to drop by C. Fordham's Drug Store. We always joy talking to "C. C.," but this time we nt especially to see the portrait of his ther. This picture was painted shortly ter Mr. Fordham's death and has been cupying a prominent place in the phar- acy for quite a while, but we had not had e opportunity of seeing it. It is a won- rful likeness of the elder Mr. Fordham d it brought tears to our eyes when we oked at it. We remember meeting Mr. rdham just a short while after we formed r connection with this office and through e years he was always such a sincere end. We are glad that there is hanging his store such a splendid portrait of him it does you good to look at it!

The Third Generation

Dr. John A. McNeill owned a drug store Shallotte many years ago which was erated under the name of McNeill and n—the *son* was Pharmacist Geo. R. Mc- ill, who later moved the store to White- le. It has been operated in recent years McNeill's Drug Store. This June the son of Mr. McNeill, II, graduated in pharmacy at the State University and a few days later passed the examinations of the State Board of Pharmacy. This young man bears the name of his grandfather, John Albert McNeill. We had the pleasure of talking to the graduate's father during the Commencement season and we don't know whether the son or the father was prouder of the fact that another McNeill was ready to begin the practice of pharmacy. The youngest McNeill pharmacist is now associated with his father and brother in the Whiteville pharmacy which proudly bears the name of McNeill and Sons. We wonder how many other drug stores in the State have pharmacists of the third generation connected with them.

We Want to Know You!

One of the greatest pleasures we have is meeting the families of our friends among the N. C. P. A. and T. M. A. Every now and then someone drops into the office because such friends have asked them to come to see us. We are always delighted to have such visits. A few days ago Mrs. A. N. Martin, of Roanoke Rapids, came in and we only wish that she had had longer to stay with us. Then later in the week we had the opportunity of meeting the lovely daughter of Mr. C. A. Raysor, of Asheville. Such occurrences are delightful incidents in the work-a-day week. We only wish that more of such guests would come our way. We are always so glad to have you!

Following in Their Sires' Footsteps

We have just been looking over the applications for admission to the School of Pharmacy next fall and we were struck by the large number of sons of pharmacists who have chosen pharmacy as their life work. We think it is splendid when a son or a daughter learns to love the profession to which their parents have given so many years and elects to make that calling their life work also.

News of Interest About North Carolina Druggists and Drug Stores

Frank Lunn, of Winston-Salem, has sold the Owens Drug Co. in the Twin City to **Julian A. Stith.** Mr. Lunn has accepted a position with the Swaney Drug Store in the same city.

S. E. Varner, Jr., a graduate of the School of Pharmacy of the University of South Carolina, has accepted a position with Long's Drug Store, of Brevard.

We understand that two new drug stores will be established in this State shortly—one in Saluda and the other in Burnsville.

The fifteenth anniversary of the founding of the B. and T. Drug Co., of Sparta, was celebrated by the management and employees recently. **Pharmacist-Proprietor T. R. Burgiss** tells us that prescriptions are on file in this store from every state in the Union except three.

L. W. McKesson, of Statesville, has returned from New Rochelle, N. Y., where he attended the wedding of his son. While in New York, Mr. McKesson also "took in" the World's Fair.

Sam Purcell, Jr., who recently obtained his license as a pharmacist in this State, is now connected with the Purcell Drug Store, of Statesville.

H. C. Champion, of Yadkinville, has accepted a position with the Sloan Drug Co., of Rutherfordton.

The Piedmont Drug Co., of Forest City, is being remodeled and enlarged. A reporter recently visited this pharmacy and enthusiastically declares that **Pharmacist J. S. Rudisill** is to be commended for his progressive store.

The Yadkin Drug Store, of Yadkinville, has been sold to **Carl Shore** and **Dr. L. S. Hall.**

The Haywood Drug Store, of West Asheville, has discontinued business. The former owner, **C. H. Craven,** has accepted work in Charlotte with Liggett's Drug Store.

J. R. Johnson, of Asheville, has purchased the Charlotte St. Drug Co. in the Mountain City. **C. C. MacMillan** has been transferred from the Kenilworth Drug Store to the Charlotte St. store. **J. O. Hendrix,** Marion, succeeds Mr. MacMillan at Kenilworth store.

C. D. Stowe, of Enka, has accepted position with Shigley's Drug Store.

Pharmacist J. W. F. Wooten, of Fayeville, has his prescription department moed similarly to the Hall of Pharmacy at World's Fair.

The prescription department of Rea Drug Store, of Raeford, is being enlarg Extensive improvements will shortly started in this store leading towards modernization of the fixtures.

Pharmacist R. E. Langdon has entered insurance business at Maxton.

D. R. Shaw, manager of Johnson's D Store, of Lumberton, is enjoying a t weeks' vacation at Virginia Beach with wife and daughter.

Friends will regret to learn that **Pharcist G. McKay McNeill,** of Rowland, is Duke Hospital receiving treatment.

The Rogers Drug Store, of Fair Bluff undergoing repairs. Additional office sp has been added to the rear of the store

A new lighting system has been instal in the Harrelson Drug Store, of Tabor Ci

We are delighted to report that **Pharcist H. H. Robinson,** of Elizabethtown, recovered from his recent illness and returned to his duties as manager of Robinson Drug Co.

L. G. Barefoot has sold his interest Martin's Drug Store, of Canton, and operate a soda and sundry store at La Junaluska until Sept. 10. Mr. Barefe has been replaced at Martin's by **Pharcist O. D. Biddy.**

Extensive repairs are being made on W. M. Stone Drug Co., of Dobson.

The Ray Drug Co., of West Jefferson, been discontinued as a drug store and be operated in the future as a drug su dries store. The owner, **Dr. R. C. Ray,** continue to have his office in the rear the building.

Peter Brame is now manager of Wilkes Drug Co., of North Wilkesboro.

, **P. J. Brame, Jr.,** is the registered
rmacist.

The Asheville Drug Club is planning a
nt luncheon meeting with the physicians
that city at an early date. Officers of
Asheville Drug Club are: President,
y Johnson; Vice-President, **Q. T. Bilbro;**
l Secretary-Treasurer, **H. E. Phillips.**

We were distressed to hear a few days
o that the mother of **J. E. Turlington,**
Lumberton, had broken her hip, but we
glad to announce that she is improving.

Pharmacist R. J. Hyatt, of Winston-
lem, is supervising the remodeling of
itson's Pharmacy Co., of Southport. The
tures of the store have been completely
worked and painted grey with a red
ipe. **Pharmacist G. R. Dosher** is to be
ngratulated on the fine appearance of his
re.

We have recently learned that two drug-
ts have just moved into new residences—
e Lazarus, of Sanford, and **A. C. Wal-**
e, of Star.

C. M. Williamson, of Laurinburg, and
L. Hart, of Southern Pines, attended the
nual meeting of the S. C. P. A. in
arleston.

Here is an interesting item: Jesse Flow-
s, colored porter, has been continuously
ployed by the L. G. Fox Drug Co., of
ckingham, for the past thirty-three years.
e wonder if this record can be equaled
ywhere in the State. We doubt it!

We have just heard of two "queer orders"
ceived by Tar Heel druggists: **W. I.**
nkins, of Biscoe, was handed a written
der for "One bottle God's Full Cordial,"
ile **D. R. Davis,** of Williamston, had a
te calling for "Glycerine Posotorous,
mes and oval types" (Glycerin Supposi-
ries, Sharp and Dohme, oval type).

J. H. Fox, of Asheboro, has enjoyed a
lightful ten days vacation in Florida,
ile **Fred Ray,** of Sanford, spent his "play
ne" at Myrtle Beach.

J. T. Allen is now connected with the
ndolph Drug Co., of Asheboro. Mr. Allen
s been living out of the State for the
st two years.

We were pleased to receive a visit a few
ys ago from **F. P. Jones,** who now repre-
nts Endo Products, Inc. in this territory.
r. Jones is originally from Danville, Va.,
and graduated in pharmacy from the Medical College of Virginia in 1928. He will have his headquarters in Raleigh.

The following have applied for membership in the State Association: **A. K. Walters,** of Burlington; **L. B. Craig,** of Vass; **F. E. Campbell,** of Hamlet; and **J. A. McNeill,** of Whiteville. There are also two new associate members: **T. D. David,** of Pembroke, and **W. N. Wilkins,** of Kinston.

We were delighted to receive a card a few days ago from **F. G. Jacocks,** of Elizabeth City. He tells us he is "back in business on my own again and am anxious to get all of the pharmaceutical news of the State—as published in the CAROLINA JOURNAL OF PHARMACY." We, of course, sent him the JOURNAL post haste. He tells us his store is operated under the name of Jacocks Pharmacy and it is located at 205 S. Poindexter St.

Greensboro News

R. A. McDuffie, *Reporter*

On the evening of July 6, the Greensboro Drug Club held a barbecue at the Greensboro Country Park. The barbecue itself was, of course, the main feature of the event and was thoroughly enjoyed. Afterwards, informal games and dancing occupied the remainder of the evening. **Steve Frontis** and **Lon Russell,** president of the club, were in charge of the meeting.

W. F. Lynch is now in charge of the Ham Drug Co. Mr. Lynch came to Greensboro from Hillsboro.

Sam McFalls is the new prescriptionist with Liggett's. His brother, **Charles,** is with Walgreen's in High Point.

J. B. (Bunny) **Pope** is now manager of Mann's O. Henry Drug Store.

Mr. and **Mrs. J. N. Eubanks** spent a week of July in the mountains of North Carolina and incidentally limbered up their new Dodge car.

Tom Crutchfield is building a new home close to a beautiful lake ten miles north of Greensboro.

C. C. O'Brien is in a government hospital in Columbia, S. C. Mr. O'Brien suffered a heart attack about two months ago. Reports reaching Greensboro indicate that he is steadily improving.

Friends will regret to learn that **Charlie Hilton,** for many years manager of the White Oak Drug Co., has been very ill for some time with an infected foot. It was necessary to amputate the foot early in July. Although his condition has been serious, the doctors say he will recover.

E. D. Ledbetter is now the pharmacist with the White Oak Drug Co.

E. W. Oliver is back on the job at the West Market St. Pharmacy. For the past month Mr. Oliver has been visiting in his old home in Alabama recuperating from a recent illness.

P. A. Hayes and **Lon Russell** attended the Merchants Meeting in Elizabeth City and spent two days fishing at Duck Island. Several members of the Greensboro Drug Club are planning a fishing trip for August and Messrs. Hayes and Russell were acting as advance scouts for the expedition.

Dean Spease Will Head New N. A. R. D. Department

Edward Spease has resigned his position as Dean of the College of Pharmacy of Western Reserve University in Cleveland, Ohio, to accept a full-time post in the Chicago headquarters of the N. A. R. D. It is expected that Dean Spease will begin his new work about Sept. 1st, and he will devote his talents to the promotion of inter-professional relations. The new officer enjoys a national reputation for his advanced thinking on pharmaceutical subjects, his work in the field of hospital pharmacy being particularly outstanding. His department at Reserve was the first to offer graduate degrees in hospital pharmacy. He has been Dean of the College of Pharmacy at the Ohio institution for twenty-four years; is the author of textbooks on pharmaceutical subjects; and holds membership in a large number of pharmaceutical and chemical societies.

Is There a Fifth Column in Your Drug Store?

Weed out your own "fifth columns" with self-discipline. This is the admonition of the *N. A. R. D. Journal* in a leading editorial in its July 4 issue. "When the owner of a drug store allows outside interests to divert too much of his time from management of the store; when he has money to discount current bills but reac for his pocket whenever a pair of freel ivory cubes rattle; when he is more in ested in the newspaper or pulp magaz than in customers; when he hasn't a sn and a courteous word for people who c to spend money with him; when his var leads to an obsession for publicity and honorary offices which robs his store of time and thought; then, indeed, is a d store variety of 'fifth column' at work declares the *Journal.* "If he is too vo erous about his independence, too intol ant of criticism and suggestions, he hi self is plotting his own downfall, and independence is being undermined fr within." There is food for thought in th admonition.

Such Gifts Mean a Lot

The Library of the School of Pharma at the State University acknowledges w grateful appreciation the gift of **C. Eubanks,** of Chapel Hill, of a copy of t 2nd Edition of the National Dispensato published in 1879. The Library was ve anxious to secure the volume in order complete its files of this dispensatory.

There are quite a few other books need by the Library and we hope very much th other pharmacists will consider the Scho when they are disposing of items from the collections of journals and books.

Freddy Bowman and His Daddy Take a Trip

Not long ago **"Judge" F. O. Bowma** told his twelve-year old son, F. O., Jr., th if everything was all right at home the ne morning he would take his son with him t Kentucky to visit the Judge's parents. A quarter of four the next day Freddy wake his daddy, urging him to hurry so the could get away at least by *five* o'clock. I his opinion the trip wouldn't be a succes unless they started bright and early, an he so thoroughly convinced the Judge o this fact that they were on their way shortl thereafter. Can you imagine a more de lightful trip than this young boy had? Th trip, of course, was taken by motor an stops were made at all the interesting place along the way—at Pinnacle, where one ca

—I've forgotten how many states it is; the Kentucky caves; and best of all e was a wonderful week's visit to the ndparents who live near the large Ken- y farms and racing stables. He saw n of War, War Admiral, and all the r famous Kentucky horses that we have read about and wanted to see. We be- e that most of our readers will envy ldy his wonderful trip!

Weddings

iss Josephine Graham, daughter of Mr. Mrs. George Graham, of Burlington, **Samuel Monroe Turner**, son of the late and Mrs. J. M. Turner, of North Wilkes- , announce their marriage on June The groom received the degree of A.B. Education from the State University in , later returning to the same institu- to study pharmacy. He graduated the S.B. in Pharmacy degree in 1937. the past several months Mr. Turner has the prescriptionist for Mann's Drug re, in Burlington, and he and his bride now at home to their friends in the mance city.

OURNAL readers of the younger gener- n will be particularly interested in the ouncement of the marriage in Danville, on May 15 of Curtis James Potter and s **Latane Potter Wright**, both of Chapel . Miss Wright is a rising fourth year lent in the School of Pharmacy.

Deaths

riends will regret to learn of the death **Benjamin Wyche Walker**, formerly of ky Mount but more recently of Spring e, which occurred suddenly on the after- n of July 12 at Carolina Beach. Mr. lker was the son of the late Captain . Ira and Mary Maud (Broadhurst) lker and was born in Rocky Mount on ch 30, 1897. He was an alumnus of the te University School of Pharmacy and licensed as a pharmacist in 1917. He ed in the Navy during the World War was a member of the American Legion. practiced his profession in Rocky Mount a number of years; served as inspector the Board of Pharmacy for some time; lately had been connected with the Southside Drug Co., of Spring Hope. He is survived by his wife, a daughter, and two sisters. The funeral was held in Rocky Mount, members of the Spring Hope Post of the American Legion attended the services in a body and were honorary pallbearers.

DRUG STORE STATISTICS

(Continued from Page 106)

sibility of increasing this rate of stock-turn thereby increasing your profits.

4. If you handle 10c goods, devote your attention to pre-sold items and do a good job of displaying them.

5. Make every effort to reduce the losses which result from being out-of-stock on brands, types, and sizes. You can reduce these out-of-stock losses not only by better stock control but also by placing larger orders—which, in general, I think it would be safe to do on the larger brands. Larger stocks will also permit better displays.

6. You can afford to spend money to get new customers, because they stick with your store for a surprising number of years.

7. In any promotional work, emphasize the fact that your prices are regularly low. Lack of such prices is the biggest source of complaint from consumers, in so far as independent stores are concerned.

8. Watch the appearance of your store. It is a frequent cause of complaints.

9. Cultivate the physicians. They are an important influence in getting prescription business.

10. Use the utmost care in the selection of store personnel—a major factor in the success of any enterprise that deals directly with the public.

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
915C E. Cary Street Richmond, Va.

It Pays You in Dollars

MR. DRUGGIST, it will pay you in dollars to keep adequate stock of Capudine. Our intensive newspaper advertising in North Carolina, with regular insertions every week, reaches over one million people. THAT'S BOUND TO BRING CUSTOMERS TO YOUR STORE.

So stock up now . . . buy the $8.00 deal and get the extra 5% bonus. With this DEAL every sale means EXTRA PROFIT, both by the package and at the fountain.

Give Capudine a prominent display on your counter. It's a sure repeater and a generous profit maker.

Write for dose measure glass, counter cards and dummy cartons.

CAPUDINE CHEMICAL COMPANY
RALEIGH, N. C.

THE NEW LABELS

New labels ore obligatory in States thot hove passed laws similor to the Federol Drug Act ond on oll Interstote soles.

The principol changes in copy for U.S.P. ond N.F. Shop Labels are; the clause on preparations containing narcotic and hypnotic drugs:
"Warning, May be habit forming"

The coution cn lobels for loxative preporations:
"Should not be used where there is abdominal pain, nausea, or other symptoms of appendicitis. Habitual use should be avoided."

And oll lobels:
"To have more adequote dose and directions."

McCourt Shop Labels - rolls or flat - meet all Stote and Interstate Requirements

Moke sure your lobels ore correct by buying McCourt Roll Lobels.

Genuine McCourt Roll Labels are sold only by McCOURT

WRITE FOR CIRCULARS

McCOURT LABEL CABINET CO.
Authority on Drug La els ior 35 Years
58 BENNETT STREET, BRADFORD, PENNA.

ALBORUM

(2¼ oz., 4½ oz., 12 oz.)

★

Profit

THE consistent campaign to physicians will bring you a steadily increasing business on this fine preparation. Ask your wholesaler about deals that give you extra profit.

Order Now!

Whitehouse Chemical Co.
Lynchburg, Va. Est. 190

The Carolina Journal of Pharmacy

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Officers of the North Carolina Pharmaceutical Association for 1940-41

President, also Chairman of Executive Committee.....Joe Hollingsworth, Mt. Airy
Secretary-Treasurer.....W. J. Smith, Chapel Hill
Secretary-Treasurer N. C. Board of Pharmacy.....F. W. Hancock, Oxford
Chairman of the Legislative Committee.....Paul H. Thompson, Fairmont
General Counsel, also Executive Secretary Fair Trade Committee.....F. O. Bowman, Chapel Hill

Postgraduate Training in Pharmacy

Refresher Courses," "Druggists' Business ıferences" and similar meetings of regis-ed pharmacists for postgraduate work in rmacy are being successfully sponsored pharmaceutical organizations through-the country today. To this program bringing practicing pharmacists up-to-e on the newer modes of medication and iliarizing them with recent advances in field of pharmacy, I give my unquali-support.

'ew of us realize how fast we can get in the march of progress. This is par-ılarly true with so many advances being le in the field of organic pharmaceutical mistry at the present time. It was but hort time ago that mandelic acid was ounced to the drug trade to be followed sulfanilamide, sulfapyridine and a host related compounds in rapid succession. lay, sulfathiazole is being supplied us the first time. Are you prepared to wer questions from your physician on product?

'here are those among us who say there ıo need for such a program; that we are ng in a "bottle to bottle" age. To these ividuals I say that there is a greater need today for an understanding of drugs and their action than ever before. The average graduate from the medical schools of today receives less instruction in official drug medication than did his predecessor of 25 years ago, thus the pharmacist is in position to make himself indispensable to the physician. The successful pharmacist recognizes this situation and keeps himself informed not only on the newer drugs but the older ones as well.

If a sufficient number of druggists in this state are interested in a two- or three-day postgraduate course in pharmacy, arrangements can be made through the Extension Division of the State University to make such a program possible. You have but to indicate your willingness to participate in this work to make it available. As former N. C. P. A. President Suttlemyre stated in 1938: "Physicians do postgraduate work, farmers have short courses in extension work, most trades have some plan of meeting together for action upon their problems. Why should not druggists devise some plan of getting together for comparison of views, and making acquaintance with up-to-date points touching their everyday problems."—W. J. S.

Are the Days of Polypharmacy Past?

We think of pharmacy and medicine today as having advanced a long way from the practices of the Egyptians of some four thousand or more years ago. In certain respects, however, very little progress seems to have been made.

The old custom of prescribing a great number of substances to be compounded into a single preparation for the patient to take has its counterpart in many of our present-day prescriptions.

The following is an example, and its kind may be found on file at almost any "Corner" Drug Store:

Tinct. Benzoin Comp.....dr. iss
Creo-Terpin Comp.
Waterbury's Comp. with
Creosote .....aa oz. iss
Syrup Cocillana Comp.....oz. i
Angier's Emulsion q.s.....oz. vi

When writing a prescription like this the physician, as a rule, does not think about how many shots he is loading into his gun. On the labels of these five preparations are listed a total of forty different ingredients, each one to become a shot in the finished prescription to shoot at the ailment of the patient.

A list of the separate ingredients includes: alcohol, chloroform, creosote, terpin hydrate, calcium glycerophosphate, sodium glycerophosphate, syrup, petroleum oil, calcium hypophosphite, sodium hypophosphite, sodium benzoate, glycerin, acacia, water, liver extract, pancreas extract, malt extract, wild cherry extract, extract nux vomica, iron phosphate, manganese peptonate, guaiacol, aromatics, calcium lactate, iron and ammonium citrate, sherry wine, corn syrup, dionin, tinct. euphorbia, syrup wild lettuce, tinct. cocillana, cascarin, menthol, antimony and potassium tartrate, fldext. squill, fldext. senega, benzoin, aloe, storax, tolu balsam.

The conditions which lead to the use of so many ingredients in a single prescription may be different but the result is the same as that of long ago.

Physicians of today have spent eight or ten years in the study of medicine, and yet they are writing many of this type of prescription. Their failure to write for U. S. P. and N. F. preparations seems to indicate clearly that the manufacturers [illegible] doing a better job detailing doctors t[han] the pharmacists.

Perhaps, enough is being said about g[et]ting physicians to prescribe official me[di]cines, but not enough is being done about [it]. There is no reason to believe that the d[oc]tors will not be glad to have the ret[ail] pharmacists call upon them in the inter[est] of official products and a more intellig[ent] public health service.—I. W. R.

Your Prescription Department—a Asset or Liability?*

By W. J. Smith

During the past year the North Carol[ina] Board of Pharmacy has made it possible [for] me to visit every drug store in West[ern] North Carolina and in so doing the Bo[ard] gave me the unusual opportunity of [ob]serving the stores of hundreds of druggi[sts] in this state. This paper, therefore, is p[re]sented with the idea that some of my [ob]servations may be of value to those of y[ou] who do not have the opportunity to get [out] and see what your fellow druggist is do[ing] or failing to do.

The title of this paper, "Your Prescr[ip]tion Department—An Asset or Liability" does sound a little unusual, especially si[nce] we assume that the prescription departm[ent] is one of the few remaining assets a ph[ar]macist has left now that the drug field h[as] been encroached upon by so many differ[ent] types of businesses. Yet, I have been r[e]peatedly told by sincere pharmacists th[at] they would immediately discontinue th[eir] prescription department if they could [be] assured that companion sales would not [be] affected by such a move. This is surpris[ing] since the prescription department is c[on]sidered the major reason for their being [in] the drug business and is the one departm[ent] of the entire store than can be develop[ed] without fear of competition from the g[ro]ceryman, the filling station proprietor, [or]

Basically, however, the situation is no[t] serious one as it is essentially a quest[ion] of dollars and cents. Many pharmacists [to] whom I have talked lament the fact th[at] they have to carry such a high stock of hi[gh]

* Presented at the 1940 Convention of [the] N. C. P. A.

iced specialities to fill an ever-decreasing mber of prescriptions each day. They are a loss as how to cope with the situation d wind up by figuring ways to eliminate e one department that offers more possi- lities for development than any other in e entire store.

If we are to survive as a professional oup and continue to use our knowledge to- ards the betterment of public health, it hooves each and every one of us to direct our energies towards the development d extension of the one department that n and will prove to be our salvation in the ug business. Some of you have already cognized the tremendous importance of the escription department in your stores and ve acted accordingly. Others, I fear, ve neglected this department to the extent at it has become a liability rather than an set.

Engineers tell us that any problem, when duced to paper, no longer becomes a prob- n, so let's examine the Asset-Liability estion. On one hand we have a live-wire ggist who keeps himself well informed to what the medical profession is pre- ibing and buys accordingly; who keeps prescription department clean and or- ly at all times; who details his physi- ns regularly; and who never passes up opportunity to elevate himself in a pro- sional way. On the other hand we have lividuals who spend more of their time tching their competitors than they do vards improvement of their own estab- ments. Too many of our progressive rmacists have already proven that phy- ians are ready and eager to prescribe to the blame at their doorstep. It's rather oblem which we pharmacists must face l successfully solve if we are to continue businesses in a profitable manner.

Mention might be made at this time of a mber of drug organizations in Western rth Carolina that have and are still car- ng on an effective campaign to increase ir prescription business. I refer to Por- Drug Store, of Concord, Tainter's of rion, Salley's Drug Store, of Asheville, Bennett's Drug Store, of Bryson City. re are others that might be cited but four stores just mentioned are doing unusually good job of selling "Phar- macy" to the medical profession and the general public. Some of these organiza- tions fill 75 to 100 prescriptions every day and they do so because someone has realized the potentialities of the prescription depart- ment and developed it wisely. Each organi- zation has developed the department through somewhat different approaches but one dom- inant fact is outstanding. The professional side of pharmacy has been emphasized in each instance.

Undoubtedly, the success of any given prescription department depends largely on the personnel. I cannot emphasize this point too strongly. Here, more than in any other place in the store, your cheap help will prove to be the more expensive help in the long run. Obtain the services of a well- trained pharmacist with plenty of pep and personality, and you are well on your way towards making your prescription depart- ment an asset not only to your organization but to your community as well. If you han- dle all the details of this particular depart- ment, keep yourself well informed as to what the more successful pharmacists are doing and direct your own business along similar lines.

Special attention should be paid towards the cleanliness of your prescription depart- ment. Clean up, brighten up, lighten up until you can honestly advertise your pre- scription department as being "Hospital Clean." A little elbow grease judiciously ex- pended from day to day will pay rich divi- dends. Nothing impresses a physician more than to walk into a prescription department and find a clean, orderly arranged stock of drugs, chemicals, and specialities with a qualified individual in charge.

It seems needless to mention the need for an adequate stock of equipment and refer- ence books, yet we have drug stores in this state that are sadly lacking in these two important and necessary items. Three books, the latest editions of the U. S. P., the N. F., and the Receipt Book should be in every pharmacist's library. The cost of the three books—$15.00—will be one of the best in- vestments you can make towards building the professional side of your business. A number of our pharmacists have been agitat- ing for the enactment of legislation which will define minimum equipment for a drug

store. This is a worthy objective and I hope that such legislation soon may be secured in this state.

Distinguish your pharmacists from the rest of your employees by having them wear uniforms with the approved pharmacist insignia of academic green on white. One of the leading manufacturers of professional uniforms of New York has just created a smartly styled yet practical pharmacist's coat with insignia at the suggestion of Ralph Bienfant, Professor of Pharmacognosy at the University of Oklahoma. There is a need for a standardized professional coat for pharmacists; a coat that will distinguish them in such a manner that the public will readily recognize their pharmaceutical character. Outstanding educators throughout the country, such as Dean Elmer L. Hammond, of the University of Mississippi, have expressed their interest in the establishment of a standard professional coat for pharmacists. I heartily endorse such a coat and hope that it will meet with enthusiastic reception in this state.

Inventory, date and arrange your prescription stock in a systematic manner. You must have some plan whereby an item can be located instantly without having to waste valuable time in hunting for it. Remember, the physician and the patient are both in a hurry and neither of them will tolerate unnecessary delay. Since we now have a large number of specialities to stock, it is wise to date them and see that they do not remain in stock after a reasonable period if demand has not developed. Occasionally, a gentle reminder to your local physicians will help to move the merchandise. If this fails, then the item should be returned to the manufacturer for exchange or credit. All the reputable pharmaceutical houses are glad to do this as their success depends on the movement of their products from your store; not in having their products become "shelf-warmers." Always attempt to fill the prescription. If you are out of an item, call your nearby pharmacist before turning the prescription down. The co-operation which you will receive from your fellow druggist will be in direct proportion to that which you offer when he is in need of merchandise.

Identify yourself as a professional ma and your store as a "prescription store" b the use of distinctive labels, boxes, cartor etc. Your customers will have a great respect for your store and more confiden in your finished prescriptions if they a neatly packaged. Consult the salesman ca ing on you with this type of merchandis They are specialists in this work and are position to help you individualize your pr scriptions through the use of specially d signed labels and boxes. No matter ho much professional knowledge goes into t compounding of a prescription, if that pr scription is carelessly packaged and u tidily labeled, the patient will have lost co fidence in your ability as a pharmacist.

Co-operate with detail men. They obser the practices of your fellow druggists an are glad to pass constructive ideas alon Possibly no group of individuals are bett informed about conditions in our particul field than are the drug salesmen and det men who call on you from day to da Listen to them, co-operate with them, u their helpful ideas and watch your busine prosper.

The pharmaceutical houses have found profitable to detail you and the physicia in your community. Why not adopt a simil program for your store? Our more su cessful prescription stores find it to the advantage to contact the physicians, de tists and nurses in the vicinity at least on a month either by mail or by personal cal Keep the professional side of your busine constantly in the minds of the medical an dental professions, never failing to emph size your desire for co-operation at all time Your efforts will be repaid tenfold. Abo all, have something useful to tell your ph sician when you contact him. Make yo talk brief and to the point. Your time valuable as well as that of your physici friend, so don't waste either.

Never pass up an opportunity to establi yourself in your community as a profe sional man. You can do this by appearin before local meetings of medical or dent organizations, calling their attention to yo profession and to what a closer co-operati between public health bodies will mean; co-operating with local health departmen in eradicating venereal diseases; by joini

nd supporting all pharmaceutical organizaions which are working to elevate the proession of pharmacy; by installing professional pharmacy displays in your windows nd by constantly striving to equip both ourself and your store to a point where ou can honestly and sincerely call yourself "professional" and your store "a prescription store."

Trends in Pharmacy*

By Ralph W. Clark, Ph.D.,
Pharmacy Service Department,
Merck and Co.

The prescription department is important ecause it is the distinguishing feature of a rug store and because of the profit that ay be derived from it and related departents in the store.

Pharmacy has progressed hand in hand ith medicine, chemistry and other sciences isolating and synthesizing active prinples and presenting them in the form of able, palatable and uniform pharmaceutiuls of established merit. Many worthwhile ntributions to this development have been ade by the pharmaceutical and medicinal emical industry. This trend, which repreents progress based upon research, makes necessary for druggists who intend to deelop their prescription departments to be ell informed on both official and nonficial products. They must use this inforation to truly evaluate the products inolved from the point of view of the phyician and the benefits to be derived by his atients.

Official preparations are now subject to ore rapid change than in the past. The ruggist who intends to make professional ntacts must be acquainted with the progss being made in this field as well as the aleidoscopic advance which is taking place nonofficial medication. This can be done adding to his basic knowledge obtained college or experience, by reading current edical and pharmaceutical journals as well the house organs of wholesalers and manacturers. It is also essential to co-operate ith the detail men of the ethical manuacturers.

* Presented at the 1940 Convention of the C. P. A.

As the ratio between official and nonofficial preparations now used in compounding prescriptions is approximately fifty-fifty, the wise druggist balances his promotional program accordingly. He may adopt a program such as becoming more familiar with one official and one non-official product per week. Having become better informed on a number of products, he can then use this information to make professional contacts with the medical and dental professions. When this is done, there is an increase in prescription volume regardless of the size or location of the drug store.

Druggists will agree to the statement that increased volume comes as the reward for plan and purpose. They also realize that they have a right to exercise their professional knowledge to influence the physician to prescribe various preparations or brands, which they believe are to the advantage of his patients. Some alert druggists carry out such a program to promote their prescription departments. They find very little competition from other druggists, however, because most druggists intend to but just don't do it.

There are many other factors involved in increasing prescription volume. The one most commonly emphasized is the necessity of sustained effort. Prescription department appearance, and the attitude of the druggist himself are two more important factors which may be used to create a favorable impression.

It sounds reasonable that if a number of prescriptions are being compounded in a moderately good or even poor location an increase in volume will follow if the location is improved. This is precisely what happens when a prescription department is modernized. The increase will not be phenomenal in all cases, but an improved prescription department is one of the factors involved in increasing prescription volume. The trend is towards semi-open prescription departments. In them, the display of drugs, chemicals and pharmaceutical equipment may be regulated to meet the druggist's requirements. We are prepared to help you modernize your prescription department and we invite you to write us or discuss your problems with our representa-

tives. Worthwhile improvements may be made at comparatively low cost.

The druggist's personality and attitude as reflected in giving or not giving a prompt, courteous and intelligent service is another important factor in successful prescription department operation. Dependable pharmaceutical service rendered to a physician and his patients inspires confidence in the druggist and his store. Confidence is synonymous with success. Confidence is gained when the drug store reflects professional responsibility. The drug store expecting to do a good prescription volume must stand for quality and dependability. The labels of well-known and reputable concerns, displayed on the druggist's shelves, add prestige to the store and impress the physician and his patients that the drug store is a source of dependable service and merchandise.

Druggists occupy a strategic public health position. What the druggist needs most is a realization on the part of the public and members of public health professions, and particularly of *those in pharmacy* of the essential public health position occupied by druggists. Those druggists who have made good use of their strategic position have shown an increased prescription volume, while those who have not are showing a loss. You may show an improved prescription volume if you keep up-to-date on the trends in pharmacy and recognize it as a public health profession. Improved financial success will follow a well-conceived program, based on the operation and promotion of a prescription department as a public health service.

Protect Your Narcotics

Narcotic robberies in this state have tripled in the past six months; the increase probably being due to addicts who find it much more difficult to obtain their usual supply from illicit channels now that war has interrupted the regular movement of narcotic drugs from Europe and Asia. Forged narcotic prescriptions are also on the rise. Recently one of the Federal Narcotic Agents stationed in N. C. picked up 57 forged prescriptions, all forged on the same physician.

As a special precaution, we suggest that you closely examine every narcotic prescri tion before filling same. Above all, ke your narcotics securely locked, preferab in the safe.

Pharmacists' Employment Bureau

The Secretary of the Association cal your attention to two service bureaus Chapel Hill for the benefit of its me bers as well as non-members, namely: C. P. A. Pharmacists' Employment Bure and N. C. P. A. Information Bureau.

The Pharmacists' Employment Bure was created to meet a recognized need this state: a central agency wherein une ployed pharmacists and drug clerks e register and wherein employers may obta such men. The Secretary cannot underta to recommend individuals registered wi this bureau; he will act solely as a clearin house for such information in North Car lina.

The Information Bureau will seek to fu nish dependable information on scientif legal, commercial and educational questio to members of the drug profession. Ea of the four departments in this bureau w be headed by a qualified individual. It our hope that the Information Bureau w help you solve some of your problems.

For your convenience in listing yourse with the Pharmacists' Employment Burea a blank is provided below. Fill it out a mail to: W. J. Smith, Drawer 151, Chap Hill, N. C. Questions for the Informati Bureau may be forwarded to the same a dress.

N. C. P. A. Pharmacists' Employment Bureau

Name .....
Address .....
Age..... Year Registered.....
Former Employers:
(1).....
(2).....
(3).....
Present Employer .....
Position Wanted .....
(1) Full Time (2) Relief
Time Open .....
Signature.....

Place Your Name on File
There is No Charge

As We Travel Over the State

By W. J. Smith

Sign posted in the Creech Drug Co., lma:

The Customer Purchasing All Cigars Left any Box Gets the Last Cigar FREE. ou might adapt this business stimulator your own tobacco department.

A. S. Johnson, pharmacist of Smithfield, veral years ago discovered a chemical rmula which would control "blue mold" tobacco. Mr. Johnson sells his prepara- on under the name "KNO-MOLD." Last ar Mr. Johnson sold $30,000 worth of his eparation.

Few druggists in North Carolina have so any well-developed hobbies as **Pharmacist R. Hood** of Dunn. Besides taking care his usual duties in Hood's Drug Store, r. Hood has found time to:

(1) Form an International Writers Club 500 members scattered throughout 27 reign countries.

(2) Assemble a coin collection valued at ,000. He has a complete penny collection one for every year they were minted.

(3) Develop himself into a first-class agician. He has given performances all er North Carolina at $50 each. He is heduled to appear before the West Jeffer- n Rotary Club during the week of August -16.

How many members of the University ass of '23 can give the correct explanation r the precipitation of ginger when the ass attempted to prepare Tincture of nger that year? **Jefferson Reeves** of aynesville thinks that possibly someone moved part of the alcohol from the dis- nsing bottle and substituted water there- .

During the hot summer months we envy harmacist **C. E. Mitchell** and **Mr. C. J. nderson** of Highlands Drug Store. The ore is located on the highest plateau in astern America, 4,560 feet above sea level. he summer temperature is usually below seventy degrees and summer nights are so cool that blankets are needed.

All prescription blanks from Goode's Drug Store, Asheville, have the following wording on the back:

MODO PRAESCRIPTO (In the Manner Prescribed).

Our label is worthy of your confidence because we faithfully follow the orders of your physician.

Never offer this prescription to a friend for a seemingly similar ailment; it is your personal prescription, prepared for your specific illness at this particular time. It should be filled in accordance with your physician's instructions.

Goode's Drug Store
"Prescription Specialists"
53 Patton Ave. Telephone 718

Pharmacist P. J. Melvin of Roseboro is working on a plan to enlist professional pharmacists in an organization to be known as "American Professional Pharmacy."

An original type of label has been brought to our attention, we believe. At the top of the label the following wording appears:

THIS MEDICINE PRESCRIBED BY
DR. F. E. HYDE
PHYSICIAN AND SURGEON

At the base of the label the following wording appears:

DISPENSED BY F. R. BELL
PRESCRIPTION DRUGGIST
BEAUFORT NORTH CAROLINA

The following prescription was taken from the files of a Greensboro druggist and was a part of the examination given to candidates for license as registered pharmacists by members of the North Carolina Board of Pharmacy:

Rx. Tincture Metaphen 1:500
Tincture Metaphen 1:2500
aa qs. ad. 2 f. ounces 1:1500

We will publish the name of the pharmacist who first sends us the correct answer to the problem.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*, Chapel Hill, N. C.

Dangerous Drugs—Prescriptions Only

The new Food, Drug and Cosmetic Act (both Federal and State) provides that sulfanilamide, aminopyrine, cinchophen and neo-cinchophen and all preparations containing them may be sold pursuant to prescription only. For your information the following list of preparations come within this class. There may be others.

Aminopyrine
Amidophen
Atophan
Barbital Powder
Barbital Tablets
Bromionyl and Barbital
Benzedine Tablets
Causlin
Cibalgine Tablets
Chloroxyl
Cinchophen
Cinchopyrin
Disulon
Ipral Amidopyrin
Ipral Aminopyrine Tablets
Lumodrin
Mygrone
Neo-cinchophen
Neo Prontosil
Novaldin
Ortal Sodium with aminopyrine capsules
Oxyl-Iodide
Parastin
Peralga
Peralga Tablets
Prontylin
Pyramidon
Pyraminal
Sulfanilamide
Sulfapyradine
Tolysin

Barbiturates—Special Labeling

The new Food, Drug and Cosmetic Act (both Federal and State) provides that barbiturates and their preparations must bear on the label the name and quantity or proportion of barbiturates or derivatives, and in juxtaposition therewith a statement: Warning—May be habit forming.

The following list comes within this class. There may be others.

Adalin-Luminal Tablets
Allonal Tablets
Aldin Tablets
Alurate Elixir
Alurate Sodium Capsules
Alurate Tablets
Ampuls Luminal Sodium
Amytal and Aspirin Capsules
Amytal Compound Capsules
Amytal and Ephedrine Capsules
Amytal Elixir
Amytal Powder
Amytal Tablets
Amytal and Theamin Capsules
Amytal Capsules
Animo Neonal Tablets
Arlcaps
Barbidonna Tablets
Belbarb Tablets
Barbital Sodium Tablets
Belladinal Tablets
Bellargol Tablets
Brocanal Tablets
Cafumal Tablets
Citrin Compound Capsules
Cyclopal Sodium Capsules
Dial Elixir
Dial Tablets
Digitalis-Phenobarbital Capsules
Dialacetin Tablets
Diurbital Tablets
Elixir Bromotal
Elixir Phenobarbital and Bromides
Elixir Phenopyrine
Evipal Tablets
Evicyl Tablets
Hasamal Tablets
Ipral Aspirin Tablets
Ipral Calcium Tablets
Ipral Sodium Elixir
Ipral Sodium Tablets
Lumalgin Tablets
Luminal Elixir
Luminal Sodium Tablets
Luminal Tablets
Lumodrin Tablets
Medinal Elixir
Medinal Tablets
Nembutal and Aspirin Capsules
Nembutal Capsules

Nembutal Elixir
Nembutal and Ephedrine
Nembutal Suppositories
Neonal Tablets
Neonal Sodium Tablets
Nostal
Ortal Sodium Capsules
Ortal Sodium with Phenocetin
Passibarb Tablets
Pentobarbital Capsules
Pentobarbital Sodium Capsules and ampules and suppositories
Pernoston Tablets
Phanodorm Tablets
Phenamidal Tablets
Phenobarbital and Bromides Tabloids
Phenobarbital Theocalcin Tablets
Phenobarbital Caffeine Tablets
Phenobarbital Elixir
Phenobarbital Powder
Phenobarbital Tablets
Pheno-Bell Tablets
Pontral Tablets
Pyraminal Tablets
Sandoptal Tablets
Sarbital Capsules
Seconal Capsules
Sedaphen
Sodium Amytal Ampuls
Sodium Amytal Capsules
Sodium Amytal Suppositories
Sodium-Phenobarbital Powder
Sodium-Phenobarbital Tablets
Solfoton Tablets (Compound)
Solfoton Tablets (Plain)
T. C. S. Tablets
Theobarb Tablets
Theobromine Phenobarbital Tablets
Theobromine Phenobarbital Compound Tablets
Theo Glucon with Phenobarbital
Theominal Tablets
Theamin and Amytal Capsules
Theotal Tablets
Veronal Powder
Veronal Tablets
Veronal Sodium Tablets
Visnico Tablets

Requirements for Labeling Drugs

Below is information concerning the quirements for the labeling of drugs pensed by the druggists, furnished by sociate Chemist, W. A. Queen, of the partment of Agriculture, Raleigh, North rolina, who has charge of the enforcement the drug part of the new Food, Drug d Cosmetic Law.

(1) All drugs sold in package form must ar a label containing the name and place business of the manufacturer, packer or tributor and an accurate statement of quantity of contents of the package.

(2) A drug, the name of which is recog- ed in an official compendium, may be sold under the compendium name without listing the active ingredients, except such active ingredients as are required by section 15 (d) of the North Carolina Food, Drug and Cosmetic Act to appear on the label, if it conforms to the standards laid down in such compendium and is packaged and labeled as prescribed therein. If the drug differs in strength, quality or purity from that set forth in such compendium, it is necessary to state on the label wherein and to what extent the drug differs from the standard; and no substitution for any ingredient is permissible, even though such substitution may be indicated on the label.

(3) In case of a drug not designated solely by a name recognized in an official compendium the label, in addition to the required information set forth in (1) above, must carry a list of all the active ingredients contained in the drug, and show the quantity or proportion of the drugs listed in and required by section 15 (e) of the North Carolina Food, Drug and Cosmetic Act. The law requires that the drug be sold under its common or usual name, if any there be, and each ingredient is required to be listed under its common or usual name also. If a drug recognized in an offi ial compendium is used as an ingredient of another drug, such drug may be listed as an ingredient under its compendium name without the necessity of giving a list of its own ingredients, except such drugs as it may contain, which are listed and required to be stated on the label, in quantity and proportion, by section 15 (d) of the North Carolina Food, Drug and Cosmetic Act.

Any drug, of course, of whatever character is required to bear a label which sets forth adequate directions for use and adequate warnings against use in pathological conditions or by children where its use may be dangerous to health, and against unsafe dosage or methods of duration of administration or application.

For a complete understanding of the labeling requirements of drugs, it is suggested that section 15 in its entirety be read in conjunction with sections 2 and 14 of the Act.

Board of Pharmacy Examinations

The next examinations of the North Carolina Board of Pharmacy will be held in Chapel Hill on November 19, 1940. Full information concerning the examinations may be obtained from Secretary-Treasurer F. W. Hancock, Oxford, N. C.

News of Interest About North Carolina Druggists and Drug Stores

FLASH: Other material of pressing importance has made it necessary for us to abbreviate our news columns this month. It has also caused us to delete our "pet gossipy section" after it was all written. During the past year we have enjoyed particularly editing our "talkative page" and we like to think that some of our readers have looked forward to its appearance. It is for these reasons that we are explaining why it is not included this month.—A. N.

A. O. Mooneyham, Asheville pharmacist, has purchased the Parker Hotel from the Wachovia Bank and Trust Company. Mr. Mooneyham plans to open a drug store in the building and to remodel the hotel.

Designed to give quick service, Bobbitt's College Pharmacy of Winston-Salem had its formal opening on Thursday, July 18. The owner, **L. M. Bobbitt,** estimated that 5,000 attended the formal opening at which time candy, cigars, sodas and various other prizes were given away. A feature of the new store is the outside lighting system. Floodlights located on telephone poles on the outside of the store prominently display the corner at night. **E. W. Rollins** is in charge of the store.

The Liberty Drug Store of Winston-Salem has been sold to **C. H. Allen** of that city. Mr. Allen has moved the stock to his store, Allen's Modern Drug Store, located on Lexington Road, Winston-Salem.

J. A. Underhill has accepted employment with the Adams Drug Company of Cary.

D. H. Hood and son, **Paul C. Hood,** of Dunn, have both been recently confined to a Fayetteville Hospital.

L. W. Jenkins is now connected with Holt's Pharmacy, of Princeton, as pharmacist.

C. P. Harper of the Selma Drug Company visited Carolina Beach recently as a vacationist.

J. H. Stancil of Winston-Salem is now with the Willson Drug Store, Inc., of Kernersville, replacing **W. D. Patterson.**

R. B. Sawyer is now manager of Swaney's Ardmore Drug Store of Winston-Salem.

W. J. Adams, pharmacist with the ernment at Norris Dam for the past years, is back at his home in Murphy.

Mrs. Joe Greyer, of Morganton, has cepted work in Burnsville as pharm for the new store recently opened in town.

The Burke Drug Company of Morgan owned by **C. P. Greyer** of that city, recently sold at a reported price of $35. The store will be remodeled at an e date.

We understand that **W. L. Bühmann** accepted work with Grove Park Pharm of Asheville.

Theodore McKeithan, 23-year-old n deliveryman for Ray Drug Store, Wins Salem, was robbed recently of $22 in v appeared to be a well-planned hold-up. was attempting to deliver an order of and candy and had the "change for as asked for by the person placing order. Police were told a telephone order placed for two bottles of beer, a piece candy and change for $20 to be sent 120 Westdale Avenue. McKeithan said when he got to the address a "black, he set man" was waiting on the sidewalk st The man cursed him for being so long making the delivery and snatched the poc book when he took it out of his pocke make change. Moral: Keep your money the register unless you personally k your customer.

J. C. Murphy has changed the name his drug store, The Corner Drug Store M. & M. Drug Store, Waynesville. **C. Mock** is now associated with the store.

Alexander's Drug Store of Waynesv is now managed by **O. T. Alexander. M. Sullivan,** who recently obtained his ph macists' license in this state, is now v Smith's Cut Rate Drug Store of Way ville.

We understand that **C. J. Sisk,** of Bry City, is now recovering in Asheville fro brain operation performed at Duke H pital, Durham.

From two JOURNAL friends in Raleigh received the following communicati

understand that **A. B. McLeod,** ped- for the Norwich Pharmacal Co., some weeks ago while in New York City, was d lost at Times Square, unable to find otel. We wonder if he knows the name he cattle boat he sailed on."

fter a hearing lasting all day July 29, Marion Ross, Federal referee in bank- cy, approved sale of the Stanley Cut Drug store chain to **H. M. Gaddy,** lotte druggist, for $10,000. The new r has already taken charge of the four s. The Stanley chain consists of three s in Charlotte and one in Florence, . The stores in N. C. were closed some s ago when revenue officials filed a n against them for approximately $30,- in sales taxes and penalties.

. C. Greene, pharmacist with the Lisk rmacy, of Charlotte, was knocked un- cious and seriously injured on the night ugust 5 as he closed the store for the The only clue to the ambush attack a heavy hickory stick splattered with d found hidden among bushes near the e of the crime. When found, Mr. ne's hip pocket had been turned wrong out and $75 stolen.

octor C. J. Helsebeck of Walnut Cove ntly won $1,000 in the Tums "Pot of l" radio contest.

. K. Grantham, father of **G. K. Gran- n, Jr.,** of Eckerd's, Durham, is confined t Fayetteville Hospital. We wish for a speedy recovery.

. A. Nicholson of Troy is to be con- ulated upon the use of the wording mber North Carolina Pharmaceutical ociation" on his letterheads. After ng seen Mr. Nicholson's letterhead it rred to me that few of us pharmacists any visible means to show our mem- hip in the Association. Let's show the lic we are progressive and support or- ized pharmacy.

ick Chemical Company, makers of ed Vaporub and Vatronol, recently pur- ed a "substantial" interest in Vitamins s, Inc. Plans call for "an intensifica- of the aggressive sales and advertising gram" for Vitamins Plus which has n effectively promoted since 1937. It is ght that possibly Vick may shift Vita- mins Plus into a front-line position in their "cold cure program."

Recently a tornado struck the home of **E. L. Rigsbee** in West Durham and par- tially destroyed it.

Charlie T. Byerly, Peabody salesman, and family recently returned from Potomic View where they spent an enjoyable week's vacation.

Taylor Drug Store of Durham owned by **J. C. Taylor** was broken into during the night of August 9 and $9 in quarters stolen from an electric current box. This is the second time the store has been broken into in the past two months. The previous break-in yielded between $25 and $30 from a pintable.

M. B. Melvin and **J. C. Brantley, Jr.,** of Raleigh enjoyed a brief vacation recently. Mr. Melvin visited the World's Fair in New York while Mr. Brantley was angling for deep-sea fish off the coast of Florida.

A recent bulletin from the American Pharmaceutical Association under the head- ing "Pharmacy and the National Defense Program" stated in part that: "Considera- tion has been given to the interests of the schools and colleges of pharmacy, the stu- dents of pharmacy, the pharmacies and drug stores, and the individual pharmacists. In case an emergency arises, the schools and colleges and the students of pharmacy will probably be required to operate much as they were during the World War. Pharmacies and drug stores would also probably be dealt with as necessary institutions. It is also probable that only those pharmacists necessary for the National Defense Pro- gram will be withdrawn from civilian serv- ice and this number cannot be determined until the final program is worked out. It is planned to see that necessary pharma- ceutical service for civilians will not be in- terrupted and that an adequate service will be made available to all armed forces and others engaged in national preparedness."

A card from **Phil Link,** of Reidsville, tells us that he is having a fine time in New York City and "seeing everything from drama down to burlesque."

We were in the Davis Pharmacy, of Wil- liamston, a short time ago and learned that **Miss Ernestine Barber** was enjoying her vacation in New York City.

Dean Beard Returns

Just as the JOURNAL forms were ready to be closed **Dean** and **Mrs. J. G. Beard** dropped into town en route from the north to Winston-Salem to visit the former's sister. They were accompanied by Ensign J. G. Beard, Jr., who was on leave from the U. S. Navy. They were in town only for the day and we regret that we were away when they came down to our home for a visit, but the family tells us that all three of the Beards "looked like a million dollars." Mr. and Mrs. Beard will return to Chapel Hill in just a few days for the winter and we are joining their many friends in welcoming them back home again as well as in saying how much we have missed them.—A. N.

Marriages

Miss Amy Marie Suttle and **Charles Reginald Rhodes** were married in Marion on Aug. 18. Following a honeymoon trip the young couple are at home to their friends at 10 Albemarle Road, Asheville.

The marriage of Miss Julia Foley, and **George Alton Furganus** was solemnized on the morning of Aug. 18 in the Jarvis Memorial Church, in Greenville. Mr. Furganus is connected with the Rosemary Drug Co. and since Aug. 25 Mr. and Mrs. Furganus have been making their home in Roanoke Rapids.

The marriage of Miss Elizabeth Deans and **Clifton Ellsworth Wade,** both of Colerain, took place at the home of the bride's parents on the morning of Aug. 21. Mr. Wade is the owner and manager of Wade's Pharmacy at Colerain.

Births

Mr. and Mrs. Malcolm N. Goodwin, of Raleigh, announce the birth of a 6½ pound son, Malcolm Noyes Goodwin, II July 14. The proud father is employ the Boon-Isley Drug Company of Rale

Mr. and Mrs. C. H. Beddingfield, of ton, are the happy parents of a dau Betty Neal, born July 27. Phar Beddingfield is a member of the drug Beddingfield Brothers, of Clayton.

Deaths

We have just learned of the dea **H. C. Ashcraft,** a charter member o N. C. P. A., which occurred at Mars early on the morning of July 21. H almost eighty-eight years of age. Mr. craft retired from the drug business thirty years ago and since that tim lived at Marshville where he was acti church and civic life. During his years he owned drug stores in M Mount Airy and Winston-Salem. Durin later life he was in the insurance bus

Wayland Andrew Liles, age 44, president and manager of the Durham Co., died at his residence in Durham on the morning of Aug. 16 followin illness of nine weeks. Mr. Liles w native of Wendell but had lived in Du for 17 years. When he first went to ham he operated the Hillsboro Road Co., then worked for a number of with the Five Points Drug Co. until it solidated with the Durham Drug Co. was a World War Veteran and receive training at the Page's School of Phar

John Glen Roberson, age 49, Her druggist, died suddenly at his store o night of Aug. 6. He was a nativ Orange County and is survived by his two children and a brother.

Prescription Balances Repaired

Accurately
Speedily Economically

Our convenient Southern location and competent shop technicians eliminate useless waiting and decrease repair costs.

PHIPPS & BIRD, Inc.
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Five soda booths with green Formi table tops in excellent condition. C be bought at a bargain.

Write:

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Univ. of Ill. School of Pharmacy
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Vol. XXI No. 10

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

October, 1940

The PROCEEDINGS

of the

Sixty-first Annual Meeting

of the

North Carolina Pharmaceutical Association

Held in

CHARLOTTE, N. C.
May 21, 22, 23, 1940

We Pay Him But He Works for You!

Among the real veterans of the Lilly sales organization is Walter L. Griffin, whose association with Eli Lilly and Company dates from 1906. For thirty-four years Mr. Griffin has covered a Lilly territory in Texas. Houston is his home.

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The Proceedings

of the

Sixty-First Annual Meeting

of the

North Carolina Pharmaceutical Association

held in

The Ball Room
The Hotel Charlotte
Charlotte
North Carolina
May 21, 22, 23, 1940

Also the

Roll of Members

The Constitution and By-laws

Report of the Secretary-Treasurer of the North Carolina Board of Pharmacy, together with Lists of Registered Pharmacists and Drug Stores; also the members of the Traveling Men's Auxiliary and of the Women's Auxiliary

Reported and Edited by
Alice Noble
Chapel Hill, N. C.

THE CAROLINA JOURNAL OF PHARMACY

Vol. XXI October, 1940 No. 10

ENTERED AS SECOND-CLASS MATTER JULY 5, 1922, AT THE POSTOFFICE AT CHAPEL HILL, NORTH CAROLINA, UNDER THE ACT OF MARCH 3, 1879

OFFICERS, COMMITTEES, AND DELEGATES 1940-1941

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SECRETARY-TREASURER

W. J. SMITH†.....Chapel Hill

ASSISTANT SECRETARY-TREASURER

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(To be appointed)

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GENERAL COUNSEL

F. O. BOWMAN.....Chapel Hill

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L. E. REAVES, JR.....Fayetteville
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H. C. ROSS.....Winston-Salem
W. J. SMITH.....Chapel Hill
F. O. BOWMAN, *Exec. Sec.*.....Chapel Hill

* Until July 1, 1940.

† Term of office began July 1, 1940.

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W. C. FERRELL.....Nashville
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CAROLYN COX.....Greensboro
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E. V. STEPHENSON.....Madison
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T. G. CRUTCHFIELD.....Greensboro
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CAROLYN COX.....Greensboro
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F. W. DAYVAULT.....Lenoir
R. P. LYON.....Charlotte

PAPERS AND QUERIES

W. A. GILLIAM, *Chairman*...Winston-Salem
F. P. LINK.....Reidsville
D. D. HOCUTT.....Henderson

TRADE INTERESTS

(Same personnel as Fair Trade)

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A. P. TURNMYRE.....Mount Airy
GEO. E. ROYALL.....Elkin

DELEGATES

AMERICAN PHARMACEUTICAL ASSOCIATION

(No delegates appointed as 1940 Convention held before President Hollingsworth's term of office began.)

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

J. A. GOODE, *Chairman*.....Asheville
RALPH P. ROGERS.....Durham

ALTERNATES

P. B. BISSETTE.....Wilson
J. R. ELSON.....Enka
P. J. SUTTLEMYRE.....Hickory

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R. A. MCDUFFIE.....Greensboro
C. R. WHITEHEAD.....Ramseur
F. H. CLINE.....Charlotte

** Committee must be located in towns convenient to President.

COUNTY LEGISLATIVE CHAIRMEN FOR 1940-1941

The following men have been appointed by President Joe Hollingsworth, to direct the Association's legislative activities this year in the various counties of the State. The duties of these chairmen will be to organize the druggists in their respective counties so that when necessary there can be complete co-operation in matters pertaining to legislation.

Alamance, Burlington.....J. P. Barbour
Alexander, Taylorsville.....R. B. Campbell
Alleghany, Sparta.....T. R. Burgiss
Anson, Wadesboro.....F. G. Fetzer
Avery, Newland.....Mrs. Irma A. Storrs
Beaufort, Washington.....S. B. Etheridge
Bertie, Windsor.....W. B. Gurley
Bladen, Elizabethtown.....B. F. Stone
Brunswick, Southport.....G. R. Dosher
Buncombe, Biltmore.....L. M. Jarrett
Burke, Morganton.....G. T. Cornwell
Cabarrus, Kannapolis.....P. G. Glass
Caldwell, Lenoir.....Earl H. Tate
Carteret, Beaufort.....Jos. House
Caswell, Yanceyville.....T. J. Ham, Jr.
Catawba, Newton.....Edward Haupt
Chatham, Siler City.....F. G. Brooks
Cherokee, Murphy.....W. M. Mauney
Chowan, Edenton.....J. W. Davis
Clay, Hayesville.....B. B. Cantrell
Cleveland, Shelby.....Paul Webb
Columbus, Whiteville.....J. A. Guiton
Craven, New Bern.....H. B. Duffy
Cumberland, Fayetteville.Warren W. Horne
Davidson, Lexington.....U. F. Crissman
Davie, Mocksville.....S. B. Hall
Duplin, Wallace.....J. I. Matthews
Durham, West Durham.....S. O. Brewer
Edgecombe, Tarboro.....A. T. Nicholson
Forsyth, Winston-Salem.....W. A. Gilliam
Franklin, Louisburg.....L. E. Scoggin, Jr.
Gaston, Gastonia.....E. C. Adams
Graham, Robbinsville.....E. D. Ingram
Granville, Oxford.....F. F. Lyon
Greene, Walstonburg.....S. Jenkins
Guilford, Greensboro.....T. G. Crutchfield
Halifax, Roanoke Rapids...C. E. Matthews
Harnett, Erwin.....E. R. Thomas
Haywood, Canton.....S. B. Burrus
Henderson, Hendersonville..Richard Watson
Hertford, Ahoskie.....R. R. Copeland
Hoke, Raeford.....Walter P. Baker
Iredell, Statesville.....L. W. McKesson
Jackson, Sylva.....F. L. Hooper
Johnston, Selma.....W. H. Creech
Lee, Sanford.....Joe Lazarus
Lenoir, Kinston.....J. C. Hood
Lincoln, Lincolnton.....B. P. Costner
McDowell, Marion.....Dean Tainter
Macon, Franklin.....J. E. Perry
Madison, Marshall.....H. E. Roberts
Martin, Williamston.....D. R. Davis
Mecklenburg, Charlotte.....R. P. Lyon
Mitchell, Spruce Pine.....L. G. Day
Montgomery, Troy.....M. A. Nicholson
Moore, Southern Pines.....R. L. Hart
Nash, Nashville.....W. C. Ferrell
New Hanover, Wilmington..J. M. Hall, Jr.
Northampton, Jackson.....L. B. Taylor
Onslow, Jacksonville.....G. P. Johnson
Orange, Hillsboro.....C. J. James
Pasquotank, Elizabeth City.J. T. Stevenson
Pender, Burgaw.....D. D. Sparkman, Jr.
Perquimans, Hertford.....J. G. Roberson*
Person, Roxboro.....E. E. Thomas
Pitt, Greenville.....W. C. Hollowell
Polk, Tryon.....F. R. Owen
Randolph, Asheboro.....C. M. Fox
Richmond, Rockingham.....R. T. McNair
Robeson, Red Springs.....R. B. Grantham
Rockingham, Reidsville.....E. O. Chandler
Rowan, Salisbury.....Sam Carter
Rutherford, Spindale.....J. G. Davis
Sampson, Roseboro.....P. J. Melvin
Scotland, Gibson.....A. M. Gibson
Stanly, Albemarle.....W. B. Phillips
Stokes, King.....Dr. G. E. Stone
Surry, Elkin.....Geo. E. Royall
Swain, Bryson City.....K. E. Bennett
Transylvania, Brevard.....Fred A. Holt
Tyrrell, Columbia.....R. S. Knight, Jr.
Union, Monroe.....J. P. Gamble
Vance, Henderson.....D. D. Hocutt
Wake, Zebulon.....E. C. Daniel
Warren, Warrenton.....Alpheus Jones
Washington, Plymouth.....E. G. Arps
Watauga, Boone.....G. K. Moose
Wayne, Goldsboro.....J. T. Vinson
Wilkes, North Wilkesboro....Phil A. Brame
Wilson, Wilson.....Casper Smith
Yancey, Burnsville.....W. Z. Robertson

* Deceased.

PROCEEDINGS OF THE SIXTY-FIRST ANNUAL MEETING

Charlotte, N. C.,
Hotel Charlotte,
May 21, 22, 23, 1940.

FIRST SESSION

The sixty-first annual convention of the North Carolina Pharmaceutical Association and its affiliated bodies, the Traveling Men's Auxiliary and the Women's Auxiliary, was opened formally at eleven o'clock on Tuesday morning, May 21, in the main ballroom of the Hotel Charlotte in Charlotte, with a joint session of the three bodies. Officers of the three organizations (presidents and secretaries) were in joint charge of the session's business program and were seated at the officers' table.

President Phil D. Gattis, of Raleigh, called the sixty-first annual convention of the North Carolina Pharmaceutical Association to order.

President J. W. Bennick, of Charlotte, declared the twenty-seventh annual session of the Traveling Men's Auxiliary to be in session.

Mrs. H. P. Watson, of Winston-Salem, as president of the Women's Auxiliary, formally opened the Eighth Convention of the Reorganized Auxiliary.

The invocation was made by Rev. W. M. Boyce, Pastor of the First Associate Reformed Presbyterian Church.

Mayor Ben E. Douglas extended a cordial welcome from the citizens of Charlotte.

First Vice-President Joe Hollingsworth expressed the Association's pleasure over meeting in Charlotte and stated that the city had been well designated when it was called both the Queen City and the Friendly City.

Local Secretary R. P. Lyon welcomed the delegates on behalf of the Charlotte druggists, stating that the local group were anxious to make every visitor's stay pleasant.

Second Vice-President Ralph P. Rogers responded to Mr. Lyon's words of welcome and paid tribute to the Charlotte druggists who had played such a prominent part in the organization of the N. C. P. A. and in its development through the years.

Mrs. J. B. Hunter, President of the Charlotte Women's Auxiliary, in a most cordial manner welcomed the visitors on behalf of the local ladies.

Mrs. E. E. Thomas graciously responded to this greeting.

Local Secretary R. P. Lyon made several announcements at this point in regard to the entertainment events.

The joint session adjourned.

ADJOURNED SESSION OF THE ASSOCIATION

After a brief intermission President Gattis called the N. C. P. A. to order at eleven-thirty.

The first order of business was the roll call.

Upon the motion of Acting Secretary-Treasurer I. W. Rose, the roll call was dispensed with since Assistant Secretary C. M. Andrews, acting as registrar, was recording the names of all present.

The minutes of the preceding meeting were called for and upon motion of Acting Secretary Rose, this was dispensed with since the 1939 Proceedings had been published in the October issue of the CAROLINA JOURNAL OF PHARMACY and sent to all members.

The next order of business was the Receipt of Resolutions. Attention was called to the fact that every resolution should be presented in writing to Chairman Roger A. McDuffie, of the Resolutions Committee.

Vice-President Hollingsworth was called to the chair while the President's Address was being read.

PRESIDENT'S ADDRESS

PRESIDENT GATTIS: *Mr. Chairman, Distinguished Guests, Fellow Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:*

Twenty-four years ago a frightened, timid country boy from the hills of Wake, fresh from the ordeal of passing the State Board examinations, came to the even then metropolitan city (as cities went in North Carolina in those days), of Charlotte, to take his first job as a registered pharmacist. Today he is back in the Queen City to preside over the deliberations of the Sixty-first Annual Convention of the North Carolina Pharmaceutical Association.

I have never forgotten the cordial welcome the people of this city accorded me in 1916. In that day Charlotte was noted for its friendliness and hospitality; the intervening years have added to its fine reputation. Certainly, no welcome could be warmer or no hospitality could be more delightful than has been shown to us since our arrival in this city.

As I look backward I cannot but contrast the Charlotte of 1916 with the Charlotte of today. When I came here the city was very much like a youth just emerging from boyhood but who has not yet become a man. Charlotte was in the process of emergence—it was suffering from growing pains—but it was already giving promise of its future as a great commercial city. Already its people were "pointing with pride" to its Manufacturers Club and other evidences of cityhood. Already it was casting baleful looks and muttered imprecations at Winston-Salem, "the upstart to the north." That was before the days of paved highways. In winter Charlotte was an island in a sea of sticky, red mud; in summer it was an oasis in a desert of equally red dust. More mule teams than automobiles were seen on its streets. Yet Charlotte, then as now, was a growing virile city where men's eyes were on the future rather than on the past. Richly has the Queen City achieved the realization of its dreams.

Pharmacy—Then and Now

Sixty years ago this Association was established. Sixty years is a long time. I seriously doubt whether there is a man present who remembers the organization of this Association (Dr. Zoeller and Mr. Hancock excepted); certainly there are no ladies present who remember the event. Just as the Charlotte of 1940 differs from the Charlotte of 1916 so does the North Carolina of 1940 differ from that of 1880. Moreover conditions in the drug business differ vastly from those obtaining sixty years ago and which led to the formation of this Association.

In 1880 the entire South, including North Carolina, was just beginning to awaken from the nightmare of war and reconstruction. Business in those days was a relatively simple matter. In every respect the drug business was different from that of 1940. The principal concern of the druggist—in fact almost his only activity—was the dispensing of drugs. The standards of business were personal rather than professional. It remained for this Association to raise pharmacy from a rather formless business to the dignity and responsibility of a profession. Yet withal we are still business men and our stores are places of business. The prescription department, though a most important department of our store, is only one phase of our activity. The successful druggist of today must be a master of merchandising; an adept in advertising; and—at least in North Carolina—a technician in taxation if he is to remain in business and make a living. To this Association, more than to any other one influence, do the pharmacists of North Carolina owe the progress that has been made in our profession and the proud position it occupies in our State today.

The life of the druggist of 1880, or even of 1916, was relatively simple. He was the friend of his customer. He knew their strengths and their weaknesses. He shared with them their joys and their sorrows. Today? Well, need I describe the life of the pharmacist, 1940 edition?

Travels Over the State

During the past three months I have visited some three hundred drug stores. In talking with the proprietors I have discovered that there is a widespread ignorance among pharmacists concerning the purposes and the methods and activities of the North Carolina Pharmaceutical Association—the organization which for sixty years has been working in this State for the advancement of ethics and standards of pharmacy. I have found also a startling lack of co-operative spirit among some of our druggists. Co-operation is the key to progress in this or in any other field. For instance, it is co-operation through the years among the pharmacists of North Carolina which has lifted pharmacy from a trade to a profession.

Appreciation

The greatest honor this Association can bestow has come to me. Deeply do I appreciate the honor you have conferred upon me in allowing me to serve as your president. I thank you sincerely. And to the other officers of the Association; to the Faculty of the School of Pharmacy at the State University; and to other members who have contributed so generously of their time and energy as well as their experience to the affairs of this organization I express my deep and sincere gratitude. My term as president has been to me a very wonderful experience. I regret that I have not been able to contribute more effectively to the advancement of our Association.

Recommendations

1. I recommend that the Secretary-Treasurer of the North Carolina Pharmaceutical Association visit every drug store in the State between con ventions. I feel that some of the druggists of North Carolina are ignorant of the meaning of ethics and co-operation in the organization's work.

2. I recommend that President Fordham's suggestion at the High Point meeting regarding the appointment of a committee to give assistance to the Editor of the JOURNAL be put into effect.

3. Strict enforcement of the Pharmacy Laws. Until the laws are strictly enforced conditions in North Carolina will never improve. We have several stores in our State, operating as drug stores without *one* registered druggist. I feel that we should have two inspectors, for one man cannot cover the State. If the laws we have today are inadequate we should go before the General Assembly and improve them.

4. I recommend that every pharmacist reaching the age of sixty-five be given a lifetime membership. There are now about ten pharmacists of this age in North Carolina who are actually engaged in the practice of pharmacy.

5. I recommend that we continue the scholarship at the University of North Carolina, provided funds are available. This award is to be made to a deserving student of pharmacy.

6. I urge the druggists of the State to give better co-operation to the manufacturers who signed the Fair Trade contract. Unless we do, we are going to lose the gains we have made along this line.

7. The Executive Committee announces with regret the resignation of Dean J. G. Beard as Secretary-Treasurer of this Association. I recommend that Mr. Beard be made Historian without pay for the Association. In this capacity he would act as custodian of the historical and biographical material that has been assembled. It should be readily available to the new Secretary-Treasurer as well as to all other interested parties, and new matter should be added regularly to its files. Mr. Beard has consented to do this for the Association as all the material has been compiled in his offices at the University.

Conclusion

May I take this occasion to thank Mr. Bob Lyon, our Local Secretary, Mrs. Boyce Hunter, President of the Charlotte Woman's Auxiliary, and Mr. Jack Bennick, Local Chairman of the Traveling Men's Auxiliary, for the splendid plans I know they have made for our entertainment. I cannot close this address without also expressing appreciation to our Women's Auxiliary for their splendid co-operation and support throughout the year.

Upon motion the President's Address was referred to a committee for consideration.

Vice-President Hollingsworth appointed as the Committee on the President's Address Messrs. F. H. Cline, *Chairman*, W. S. Wolfe and W. L. Moose.

At the sixth and final session the above committee rendered the following report:

REPORT OF THE COMMITTEE ON THE PRESIDENT'S ADDRESS

The Committee, appointed by the Chairman to report on the Address by the President, submits the following:

We commend Mr. Gattis, our President, for his splendid service and unceasing efforts to contact the membership of the Association, and we approve and recommend the adoption of the following recommendations embodied in his address, designated by numbers 1, 2, 3, 4, 5, 6 and 7.

Respectfully submitted,
(Signed) F. H. CLINE, *Chairman*,
W. S. WOLFE,
W. L. MOOSE.

The several recommendations were acted upon seriatim and then the report of the Committee on the President's Address was adopted as a whole.

President Gattis resumed the chair.

Upon the request of President Gattis Mr. W. L. Stone presented to the audience the visiting speaker of the morning, Dr. E. C. Billheimer, Assistant Vice-President in Charge of Manufacturing, E. R. Squibb and Sons.

RECENT DEVELOPMENTS IN THE VITAMIN FIELD

By E. C. Billheimer

Dr. Billheimer gave a most scholarly presentation of the subject of Vitamins. He discussed each of them from a scientific standpoint, mentioning their uses in fighting the deficiencies in the body brought about by modern, unbalanced diets. He described the source of the several vitamins, explained the choice of initials as their means of identification, and gave a brief outline of the diseases they are expected to cure. He also gave the symptoms which arise from deficiency in diet and told of a number of conditions which have been corrected or prevented by vitamins. The hope that new important factors to help relieve present deficiencies may be discovered in the near future was expressed by the speaker.

President Gattis thanked Dr. Billheimer for his splendid address.

At this point the President presented Mr. Turner F. Currens, Vice-President of the Norwich Pharmacal Co., mentioning that he was a member of the N. C. P. A. and had served as Local Secretary for the New York meeting in 1926.

VITAMINS

By Turner F. Currens

The speaker took up the subject of vitamins from a commercial standpoint and emphasized their importance as a business item. He appealed to the druggists "to look out for themselves and to hold on to their Vitamin business—if they lost that it would be mighty easy for other items to travel likewise." Mr. Currens set forth ample proof that this danger existed and "endeavored to set up a prescription for the trouble" via better displays, etc. As a good illustration of Vitamin items a booklet was distributed.

The appreciation of the audience was expressed to Mr. Currens for his helpful address.

Following the awarding of prizes the meeting adjourned.

SECOND SESSION

The second session of the N. C. P. A. was called to order by President Gattis at three o'clock Tuesday afternoon.

Secretary I. W. Rose read telegrams of greeting from John W. Dargavel, Executive Secretary of the N. A. R. D., Kappa Epsilon, E. C. Daniel, W. C. Ferrell, Cliff Weil Cigar Co., and Magnus Mabee and Reynard, Inc., as well as a number of messages from individuals and organizations in Durham urging the Association to hold the 1941 convention in their city. There was also a letter of invitation from the Wrightsville Beach Board of Trade.

The report of the Membership Committee was called for.

REPORT OF THE MEMBERSHIP COMMITTEE

This Committee does not have a great deal to report. This year, however, has not been a bad one for the Association for we have had 83 members to come into our organization.

It seems to me that with so many local drug clubs being organized throughout the State that we have a good set-up to secure a great many new members for the N. C. P. A. If our Secretary will contact the officers of these drug clubs I am sure we could get a good response and a great many new members.

Let's each and every one of us keep on the look-out for new members and when we do see or know of a prospect, notify the Secretary.

For the benefit of those who may have forgotten, the dues for a regular member who is a drug store owner are $10.00, and for clerks, $4.00 annually.

Let's all of us work hard for new members.

(Signed) RALPH P. ROGERS,
Chairman, Membership Committee

The report of the Membership Committee was accepted with thanks.

The next order of business was the report of the Executive Committee.

REPORT OF THE EXECUTIVE COMMITTEE

First Session

The first meeting of the Executive Committee for the year 1939-1940 was held in the Sir Walter Hotel in Raleigh, June 21, with every member present.

Copies of the Auditor's Report of the books of the Secretary-Treasurer as well as his recommendations were read, studied and approved. Upon the motion of Ferrell-Suttlemyre the Auditor's suggestion was likewise approved that "all dismemberments should be authorized in writing by a responsible officer showing in detail name and amount owed," and it was ruled that such officer should be the Chairman of the Executive Committee.

The Secretary pointed out the inadequacy of the revenue received from the Beal Fund to meet annually the cost of a membership in the Association to the State Board candidate making the highest average for the year. Mr. Suttlemyre promised, and his offer was accepted, to see Dr. J. H. Beal in August and discuss this question with him. The matter was held in abeyance until a report of this conference could be obtained.

Upon further study of the Auditor's Report and upon consulting the By-Laws, a motion of Ferrell-Suttlemyre was adopted that read as follows: Any member who on May 31 (end of the fiscal year) owes two years dues and who will owe three years on June 1st shall be notified not later than August 1st of this arrearage and shall be told that unless his account is reduced to a point not greater than for two years he will be dismembered. Each field worker shall be notified of this action and shall be requested to use special efforts to make collections from such delinquent members and at the same time be advised of the By-Laws requirement that such members shall not be eligible for membership again until they pay an amount equal to two years and dues for the current year in advance.

Messrs. Suttlemyre-Ferrell successfully moved that the Executive Committee recommend to the Association that the fiscal year be made identical with the calendar year to render simpler the bookkeeping system and in order that annual certificates of membership may show definitely the time period covered by the certificate. The

motion carried with it a request that an editorial of explanation be carried in an early issue of the JOURNAL with a request that the members consider the proposal and submit expressions of their views.

The Committee subscribed to a motion by Suttlemyre-Rogers that the Association continue its offer of a scholarship in the School of Pharmacy for the year 1939-1940.

Upon motion of Fordham-Ferrell it was decided to follow the usual custom in respect to the election of a Local Secretary and the time of the next annual meeting. The Chairman and Secretary of the Committee were empowered to confer with Charlotte druggists and make a recommendation in these two regards to the Committee at its January meeting.

Upon motion of Fordham-Rogers it was ordered that Mr. Bowman be retained at his same salary for the coming year.

In this same connection, Ferrell-Suttlemyre moved that the Board of Pharmacy be requested to help the Association by contributing not less than $1,000 to be employed in paying Mr. Bowman's salary and that the Secretary should address such request to the members of the Board with the explanation that the latter would use such portion of his time as necessary to help the Secretary in a legal way but for obvious reasons not to be expected to prosecute members of the Association directly.

Upon motion of Suttlemyre-Rogers Miss Alice Noble was retained at her same salary for the coming year.

Upon motion of Fordham-Suttlemyre a telegram signed jointly by the members of the Committee was ordered sent to Senator Robert R. Reynolds requesting his support of the District of Columbia Fair Trade Bill.

Upon motion of Suttlemyre-Ferrell the Executive Committee authorized Mr. F. O. Bowman to make corrections in the dues accounts of such members as in his studied judgment should be changed from proprietor to clerk and vice versa.

Upon motion of Fordham-Ferrell, the Chairman was authorized to appoint a Committee to study ways and means by which an Institute of Pharmay might be established at the University of North Carolina during the Summer of 1940. The Committee was named as follows: Messrs. Suttlemyre, *Chairman*, Fordham, and Beard.

The meeting adjourned.

Second Session

The Executive Committee met January 16 with all members present.

The Secretary-Treasurer presented a prepared financial report of the Treasury. The report was accepted.

The Committee authorized the acceptance of two shares of American Druggist Fire Insurance Co. stock that had been secured by Mr. Suttlemyre and ordered the payment of $100 for this stock. It was shown that Dr. Beal had contributed about $17 to the purchase of this stock and the Secretary was directed to write a letter of appreciation to Dr. Beal. The Secretary was permitted to purchase the paid-up share of stock in the Orange County Building and Loan Association which the Association held in order to buy the above druggists' insurance stock.

Upon motion of Ferrell-Rogers the balance of $44.34 received from Mr. A. C. Cecil, Local Secretary for the 1939 meeting, is to revert to the general fund.

Upon motion of Fordham-Ferrell, the Committee determined that all unused monies reported by each year's local secretary shall go into the general fund without ear-mark for any particular purpose.

It was understood that the scholarship offered by the Association to a student of pharmacy for 1939-1940 is to be held until next year and then awarded without prejudice that might result from the fact that a suitable applicant was not found this year.

By unanimous consent the date of the 1940 convention was fixed as May 21-22-23. Also by unanimous voting Mr. R. P. Lyon was selected Local Secretary of the convention. The Hotel Charlotte was voted convention headquarters.

The Committee authorized the purchase of the "Food and Drug Service" offered by Prentice-Hall at a cost of $36.00 a year for 1940.

It was the sense of the group that many of the reports at the 1940 convention be submitted by title and published in the Proceedings.

The Committee adjourned.

Third Session

The Third Session of the Executive Committee was held in Chapel Hill, February 22, with all members present except Messrs. Ferrell and Suttlemyre. Mr. Beard tendered his resignation as Secretary-Treasurer and as Managing Editor of the JOURNAL effective March 15. This resignation was accepted upon motion of Messrs. Beard-Hollingsworth.

Upon motion of Fordham-Rogers a letter of appreciation is to be prepared and sent to Mr. Beard by the President.

Messrs. Fordham-Rogers moved that Mr. I. W. Rose be appointed as Acting Secretary-Treasurer and as Acting Managing Editor of the JOURNAL until June 30.

Messrs. Rogers-Hollingsworth moved that the sum of $50 be paid Mr. Rose and $75 to Miss Noble for the work of preparing the JOURNAL for the May, June and July issues. This amount represents the salary that would have been paid to the Managing Editor.

Respectfully submitted,
(Signed) J. G. BEARD,
Secretary.

Fourth Session

The fourth meeting of the Committee was held May 20 at Charlotte with all members present except Mr. W. C. Ferrell.

The Acting Secretary-Treasurer reported that the cost of a bond for the short period which he is to serve would be the same as for an entire

year. It was agreed that he should serve without bond until a permanent Secretary-Treasurer was elected.

The annual report of the Secretary-Treasurer was presented and approved.

Since the Committee has had four meetings during the year and its proceedings are somewhat lengthy, the cost of publishing the Minutes was considered. It was agreed to condense them to essentials.

A telegram of sympathy was directed to be sent to Mr. Floyd Goodrich who was kept from attending the Charlotte meeting on account of illness.

A lengthy discussion was held of a number of matters of importance to the Association but no action was taken.

The Committee adjourned.

Respectfully submitted,
(Signed) I. W. ROSE,
Acting Secretary-Treasurer.

Following some discussion, this report was accepted upon the motion of Messrs. Suttlemyre-McAllister, with the proviso that the By-Laws amendment involving a change in the fiscal year be voted upon at a succeeding session.

The report of the Secretary-Treasurer was called for.

SECRETARY-TREASURER'S REPORT

(Note: In view of the fact that the 1939 meeting occurred before the end of the fiscal year, the Acting Secretary-Treasurer presented a brief statement of receipts, disbursements, and balance as of May 1, 1940. The complete report for the fiscal year extending from June 1, 1939 to May 31, 1940 is printed below. It was approved by the Executive Committee on June 20. At the 1940 convention it was voted to make the fiscal year coincide with the calendar year. An audit of the books, therefore, will be made by the Certified Public Accountant on Jan. 1, 1941.)*

The report that follows is divided into two parts: financial and general.

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Chapel Hill, N. C.

CASH RECEIPTS AND DISBURSEMENTS FOR THE YEAR ENDING MAY 31, 1940

CASH BALANCE FROM 1939-40			$1,892.99
RECEIPTS:			
Dues:			
1937-38	$ 143.00		
1938-39	489.00		
1939-40	2,192.00		
1940-41	420.00		
Miscellaneous	85.00		
New Members	366.00		
Total Dues		$3,695.00	
Registration Fees, Charlotte Meeting		554.75	
J. G. Beard		100.00	
A. C. Cecil		60.34	
Interest		22.76	
Other Income		4.50	
Total Receipts			$4,437.35
DISBURSEMENTS:			
Salaries:			
F. O. Bowman	$1,800.00		
Alice Noble	1,200.00		
J. G. Beard	356.25		
I. W. Rose	93.75		
C. M. Andrews	45.00		
Total Salaries		$3,495.00	
R. P. Lyon, Local Secretary		471.00	
Phil D. Gattis, President's Account		150.00	
F. O. Bowman, Traveling Expenses		112.46	
Convention Expenses:			
1939	$ 67.94		
1940	11.80		
Total Convention Expenses		$ 79.74	

* See page 148.

P. J. Suttlemyre	$ 100.00	
Audit 1938-39	37.50	
N. A. R. D. Dues	25.00	
Printing, Embossing, Mimeographing	17.00	
Flowers, Deceased Past Presidents	15.46	
Postage, Telephone and Telegraph	8.07	
State Intangible Tax	2.10	
Bank Penalty Fees	3.00	
Miscellaneous	40.50	
Total Disbursements		$ 4,556.83
EXCESS OF DISBURSEMENTS OVER RECEIPTS		119.48
BALANCE OF HAND		1,773.51
CASH ON DEPOSIT IN BANK OF CHAPEL HILL:		
On Savings Account	$ 634.63	
On Checking Account	1,138.88	
Total	$1,773.51	
AMOUNT INVESTED IN A. D. F. I. STOCK	100.00	
Total Assets	$1,873.51	

The situation in respect to members owing dues on May 31 is as follows:

	One Year		*Two Years*	
Due from	*No.*	*Amount*	*No.*	*Amount*
Proprietors	46	$446.00	35	$695.00
Associate Props.	5	50.00	4	80.00
Clerks	84	330.00	37	294.00
Associate Clerks	17	68.00	22	175.00
Total	152	$894.00	98	$1,244.00

A total of 250 members owe $2,138.00.

The second part of the report is devoted to general matters of the Association.

Membership

The membership roll on May 31 of this year is as follows:

Regular Members	592
Associate Members	141
Charter Members	2
Life Members	43
Student Branch, U. N. C.	79
Honorary Members	9
Total	866

Deaths

It is with genuine sorrow that I report the death on January 17 of one of our Charter Members:

Thomas Ruffin Hood, Smithfield.

Two of our Life Members have died during the year:

Claude Nash Herndon, Greensboro, May 4, 1940.

Henry T. Hicks, Raleigh, January 24, 1940.

We must also report the death of *five* of our Regular Members:

Fred Dees, Burgaw, November 10, 1939.

Marion Heyward Dukes, Durham, August 11, 1939.

J. F. Jarman, Wilmington, November 1, 1939.

Clifford W. Ray, West Jefferson, July 6, 1939.

Thomas Arthur Walker, Charlotte, September 24, 1939.

This makes a total of *eight* members that we have lost by death during the year.

Resignations

Two members have resigned during the year: Roland Louis Gooch, Asheville, July 1, 1939.

Nathan E. Link, Reidsville (Associate), March 1, 1940.

New Members

Ninety-one new members were added to the rolls from June 1, 1939 to May 1, 1940. This distribution is as follows:

Regular Members	36
Associate Members	15
Student Branch Members	40
Total	91

Regular

Jones Douglas Bain, Clayton.
Ernestine Ray Barber, Williamston.
Bonner Brevard Black, Kannapolis.
Shelton Bickett Boyd, High Point.
Ernest Gaston Boysworth, Warsaw.
Thomas Milton Bruce, Hot Springs.
Ernest Engene Brown, Greenville.
Blanche Jarvis Bullock, Reidsville.
Ransom Fred Carswell, Jr., Winston-Salem.
Clarence Lee Clodfelter, Durham.
Frank R. Cooley, Raleigh.
Harvey Dinsmore Crawford, Black Mountain.
Addison Garland Daniel, Burgaw.
Robert Jackman Darden, Mount Olive.
Marion M. Edmonds, Charlotte.
Luis Fixel, Greensboro.
James Hamilton Fox, Asheboro.
Henry M. Gaddy, Charlotte.
William Thomas Glass, Jr., Wilmington.
Charles Frederick Green, Wilmington.
Reginald Hamlet, Raleigh.

George William Honeycutt, Raleigh.
James Boyce Hunter, Charlotte.
Lewis Marion Lamm, Mount Airy.
Charles Glenn Lasley, Statesville.
Rebekah Moose McCarn, Kannapolis.
Oliver Wendell McFalls, Pomona.
Robert Terry McNair, Rockingham.
Henry C. Newsome, Winston-Salem.
James Sidney O'Daniel, Lenoir.
John David Smith, Durham.
George Palmer Thornton, Goldsboro.
Lovett Aldin Warren, Jr., Wilmington.
Joseph Winstead Watson, Rocky Mount.
Richard Watson, Hendersonville.
Ira Otis Wilkerson, Greensboro.

Associates

T. W. Angel, Franklin
Sebastian Poisal Birkitt, Charlotte.
James O. Campbell, Charlotte
B. B. Cantrell, Hayesville.
Garland Adelbert Eatman, Wilson.
Paul W. Elam, Louisburg.
Henry W. Gamble, Waxhaw.
E. E. Gardner, Charlotte.
Lewis Lea Holland, Albemarle.
L. C. Jumper, Black Mountain.
Grey Bryan Kornegay, Mount Olive.
P. J. Liske, Salisbury.
William Vinson Proctor, Durham.
Albert George Stewart, Spruce Pine.
Howard Preston Waynick, Burlington.

Student Branch

Harry Hampton Allen, Cherryville.
Joseph William Ausburn, Asheville.
Mary Ruth Aycock, Princton.
William Thomas Boone, Jackson.
Stroud Otis Brewer, Jr., Durham.
William A. Cavin, Mooresville.
George Edward Clark, Pittsboro.
Halcyone Belle Collier, Asheville.
Jack Alexander Creech. Salemburg.
Kenneth S. Dingler, Mooresville.
Raymond L. Fox, Danville, Va.
Robert Gardner Ham, Yanceyville.
J. Edward Hamlet, Hollister.
William Herbert Hollowell, Edenton.
David Henry Hood, Dunn.
Billie Waugh Johnson, North Wilkesboro.
James Henry Johnson, Winston-Salem.
Albert Willoughby Jowdy, Jr., New Bern.
Joseph Gilbert King, Chattanooga, Tenn.
Margaret Thomas Lloyd, Chapel Hill.
Bernard Lockhart, Saltville, Va.
Dan Grier McCrimmon, Hemp.
John Cameron McDonald, Durham.
Charles Daniel McFalls, Newton.
John Albert McNeill, Whiteville.
Otto S. Matthews, Roseboro.
Calvin Snied Oakley, Mebane.
Thos. Reid Rand, Jr., Raleigh.
John H. Rosser, Vass.
G. Leonard Rubin, Kinston.
Joe T. Russell, Canton.
Stuart McGuire Sessoms, Roseboro.
Edwin Harrison Smith, Jr., Weldon.
Bernard Cleveland Sheffield, Jr., Warsaw.
John Arthur Terrell, Jr., Chapel Hill.
Pinkney Lawson Trotter, Jr., Pilot Mountain.
Julian Carter Watkins, Emporia, Va.
Bryan Henry Whitford, Washington.
James D. Williams, Jr., Gate City, Va.
George Henry Windecker, Jr., Ridgefield Park, N. J.

Dropped

The following one hundred and sixteen regular members, forty-four associates and forty student branch members have been dismembered for non-payment of dues:

Regular

John Graham Abernethy, Elkin.
Eugene Edgar Adams, Lincolnton.
Will Johnson Adams, Bryson City.
Oscar Taylor Alexander, Waynesville.
William Donaldson Allen, Old Fort.
Joe Anderson, New Bern.
Richard Homer Andrews, Burlington.
Ernest Guilford Arps, Plymouth.
Calvin Nicholas Barger, Oakboro.
Henry Clay Bell, Bessemer City.
Lee Roy Bell, Raleigh.
Russell Hemphill Bigham, Lexington.
Robert Baugham Bolton, Rich Square.
W. J. Boon, Mount Olive.
Wm. D. Bradsher, Yanceyville.
Paul Clayton Brantley, Wendell.
John Edgar Brison, Belmont.
Joseph Key Brown, Greenville.
Clement Byrd, Kinston.
Ahnan Byron Butler, Clinton.
Francis Earle Campbell, Hamlet.
William Lauchlin Cameron, Coats.
Germain Bernard Cheek, Durham.
Jas. L. Cherry, Asheville.
Samuel Gordon Clark, Edenton.
Martin Luther Cline, Greensboro.
R. E. Cornelius, Charlotte.
Ray Palmer Craig, Gastonia.
Leonard Hycienth Crumpler, Sanford.
Tyson Alexander Curtis, McBee, S. C.
Hamilton Ewart Davis, Andrews.
Joseph Gomer Davis, Spindale.
Junius W. Davis, Edenton.
Paul Holmes Dinwiddie, Marshall.
Van Wyche B. Elkins, Greensboro.
James Thaddeus Fields, Jr., Laurinburg.
Lester Fisher, Statesville.
C. S. Goodrum, Davidson.
George Kenneth Grantham, Jr., Raleigh.
Charles Frederick Green, Wilmington.
Gilliam Grissom, Raleigh.
John Gustavus Green, High Point.
George David Grimes, Robersonville.
Robert Clifton Hair, Pineville.
John Denby Hall, Scotland Neck.
Tom Harris, Greensboro, S. C.
Charles Washington Henderson, Edenton.
Guilford Elerby Henderson, Charlotte.
Louis Enloe Hesterly, Hendersonville.
Roland William Horton, Goldsboro.

Joe Parks Hudson, Mooresville.
Walter Hufham, Morehead City.
John Robert Hughes, Madison.
Otho Leroy Irvin, Concord.
Charles McBride Jenkins, Walhalla, S. C.
Rupert Jernigan, Chapel Hill.
William S. Johnson, Rocky Mount.
Dillon Leroy Jordan, Raleigh.
Thos. N. Kearns, Denton.
Benjamin Franklin King, Hickory.
George Luther Kirkpatrick, Asheville.
Robert Seymour Knight, Columbia.
John Edward Koonce, Chadbourn.
Clifton Charles Layton, High Point.
Walter Augustus Leggett, Edenton.
Thos. Horace Lever, Charlotte.
Daniel Clayton McCrummen, Aberdeen.
Paul Love McDaniel, Fairmont.
Lacy McKinnon McKenzie, Lumberton.
Louis Walton McKesson, Statesville.
Ellis J. McLean, Durham.
George Wilbur Markham, Washington, D. C.
George Edgar Matthews, Fayetteville.
Alexander Graham Millican, Wilmington.
Clifton Conner Munday, Taylorsville.
John Carpenter Murphy, Waynesville.
Henry C. Newsome, Winston-Salem.
George Lanneau Nye, Robersonville.
Augustus Neville, Jr., Spring Hope.
Bascom Rommie Phifer, Monroe.
J. D. Porter, Asheville.
William Grant Raker, Belmont.
John Neal Rigby, Ahoskie.
Davidson Giles Ridenhour, Mount Gilead.
Charles Reginald Rhodes, Asheville.
William Franklin Rhodes, Charlotte.
Wayne Robert Richardson, Boone.
William LeRoy Rogers, Pembroke.
William Ruffin Roycroft, Coats.
A. T. Salling, Wilmington.
Fleet Hall Scroggs, Richmond, Va.
Richard Goldwine Scruggs, Asheville.
J. Frank Sherard, Burlington.
Hansford Randolph Simmons, Lumberton.
Verner Franklin Smith, Greensboro.
Thos. E. Stainback, Henderson.
Lewis Stanton Stacy, Gastonia.
John W. Streetman, Marion.
Benjamin Franklin Stone, Elizabethtown.
Edgar Vance Stone, Mount Holly.
Harry R. Stowe, Charlotte.
James Clyde Taylor, Durham.
J. G. Tolson, Henderson.
Bate Carpenter Toms, Salisbury.
R. H. Tucker, Reidsville.
William M. Tucker, High Point.
Bobbitt Marcus Tuttle, Angier.
John Alexander Underhill, Wendell.
Junius Campbell Warren, Benson.
Wilbur Latham West, Roseboro.
Herbert William White, Fayetteville.
John Cossie Williams, Gastonia.
Chas. McMillan Williamson, Laurinburg.
Morrison P. Williams, Charlotte.
Ernest Vanderbilt Woodard, Selma.
Herbert William Wohlford, Charlotte.

Associate

H. R. Adams, Cary.
David McBride Austin, Maxton.
James Andrew Baker, Raleigh.
Leslie Ezzelle Barnhardt, Charlotte.
James Albert Bass, Wilson.
R. I. Blackwell, Raleigh.
W. Edward Bowles, Jalong.
Claggett McLane Brooks, Monroe.
Isaac Leo Caplan, Old Fort.
Robert T. Carswell, Winston-Salem.
Wade Hampton Childs, Lincolnton.
F. Garland Coble, Greensboro.
Rupert Cox, Raleigh.
L. G. Crouch, Asheville.
D. S. Currie, Parkton.
Rupert Funderburk, Monroe.
T. W. Griffin, Statesville.
Arch A. Gwynn, Leaksville.
Edward D. Hales, Seaboard.
A. F. Holt, Jr., Princeton.
D. A. Hutchinson, Elizabethtown.
W. T. Hyams, Bryson City.
Edward D. Ingram, Andrews.
W. F. Jarman, Washington.
Ralph W. Kelly, Stoneville.
Roland Gabriel King, New Bern.
Herbert Rhodes Laidlaw, Winston-Salem.
Lipman Aaron Long, Mount Olive.
C. P. Mabry, Hamlet.
Paul Wilburn Miller, Lexington.
Horace Wesley Moore, Lexington.
Lelon Colquitt Murrow, Asheville.
D. C. Poole, Clayton.
Aaron Nichols, Simms.
Nathan B. Perry, Charlotte.
Joe Reynolds, Clinton.
Willie Neal Robertson, Laurinburg.
Leonard A. Rouse, Charlotte.
Clarence Carl Sharpe, Charlotte.
Harvey Simpson, Reidsville.
F. R. Summers, Kings Mountain.
Charles A. Taylor, Mount Holly.
I. H. Thackston, Roanoke, Va.
Robert E. Thorne, Spencer.

Student Branch

Donald Avery Beck, Badin.
Shelton Bicket Boyd, Sanford.
Bernard Thomas Bridgers, Lasker.
Eugene Brown, Colerain.
John Colwell, Wilmington.
Joe Webber Crowell, Norwood.
Penelope Wilson Donovan, Reidsville.
Constance DuBose, Roseboro.
Kenneth Edwards, Stantonsburg.
McDonald S. Edwards, Ayden.
Velma Fleming, Ravenswood, W. Va.
Ralph Emerson Foster, Leaksville.
Clyde Loraine Futrell, Pine Level.
Mary Lucile Gillespie, Burnsville.
Malcolm Noyes Goodwin, Greensboro.
Willie Bradley Halsey, Sparta.
Marion Sims Hamer, Lenoir.
Aldridge Kirk Hardee, Jr., Graham.
Burkhead Mann Herndon, Greensboro.

Sherrill deLeon Hodges, Fuquay Springs.
Sara Ethelyn Holt, Princeton.
Bernice Daniel Horton, Apex.
George Haywood Jones, Tarboro.
Marvin Morton Kessler, Raleigh.
Wilson Knowles Lewis, Mount Olive.
Norman Hood Massengill, Jr., Bristol, Tenn.
Maggie Lou Moore, Rocky Mount.
Carolyn C. Perritt, Rocky Mount.
Raymond Eugene Pethel, China Grove.
James F. Rhodes, Lincolnton.
William Johnson Sheffield, Nattick, Mass.
William Lee Sloan, Chapel Hill.
Jessie Lee Smith, Robbinsville.
Ronald Wescott Spruill, Pinetown.
Austin Tomlinson Swaim, Thomasville.
Richard Thomas, Evans City, Pa.
Claude Vernon Timberlake, Jr., Youngsville.
Joseph Peyton Tunstall, Belhaven.
Lovett Aldin Warren, Jr., Garland.
Donald Welfare, Winston-Salem.

Board of Pharmacy Appointment

His Excellency, Governor Clyde R. Hoey, on April 28, commissioned James Gordon Ballew as a member of the Board of Pharmacy for a five-year period. Mr. Ballew thus succeeded himself as an examiner.

Mail Ballot

Immediately following the High Point meeting in 1939 the names of the nominees for office were printed in ballot form and mailed to the entire membership. The ballots were returned to President Gattis who delegated to the duly appointed Board of Tellers the task of counting the votes. Serving on the Board were Messrs. M. B. Melvin, *Chairman*, Wilkins Harden, and N. T. Taylor, all of Raleigh, who announced the following results:

President: Joe Hollingsworth, Mount Airy.
First Vice-President: Ralph P. Rogers, Durham.
Second Vice-President: Paul B. Bissette, Wilson.
Third Vice-President: W. M. Salley, Asheville.
Member of the Executive Committee for a Three-Year Term: Phil D. Gattis, Raleigh.

Respectfully submitted.
(Signed) I. W. ROSE,
Acting Secretary-Treasurer.

Upon motion the report was accepted with thanks.

The following committees were appointed by President Gattis: *Nominating:* M. B. Melvin, *Chairman*, E. E. Thomas, R. R. Copeland, C. R. Whitehead, E. H. Tate, D. L. Boone, and L. M. Jarrett; *Time and Place of Next Meeting:* C. L. Eubanks, *Chairman*, J. G. Ballew, and J. C. Brantley, Jr.

At this point the meeting was turned over to Chairman E. F. Rimmer and his associates on the Papers and Queries Committee, Messrs. Phil Link and J. C. Brantley, Jr.

PAPERS AND QUERIES

The program consisted of a dramatization of the subject of "Turn-over." It was based on the search of the druggist to achieve financial success in the conduct of his drug store. It showed that in this quest the pharmacist reaches a decision finally that what his business needs and must find is "Turnover." The search for this mysterious "Turnover" furnished the theme for the development of the program.

The dramatization began with "an impromptu dialogue" between Chairman Rimmer and Mr. A. C. Cecil on the problems of the individual druggist, bringing out the point that if the druggist can solve the turnover problem he has accomplished his most difficult task.

Then followed an acrobatic dance by a comely young woman—"A nifty turnover from an esthetic standpoint but not filling the need of the perplexed pharmacist."

Next the chef of the Hotel Charlotte appeared with a most tempting apple turnover. The Chairman remarked that such food is very appetizing but it is still not the "Turnover" the aforesaid druggist requires.

Mr. Phil Link was called upon to discuss a turnover "to avoid as long as possible," and he used as his subject "Disadvantages of Too Much Turnover in Personnel."

DISADVANTAGES OF TOO MUCH TURNOVER IN PERSONNEL

By Phil Link

The speaker felt that it would be interesting to consider the disadvantages of changing clerks too frequently. The average customer, all other factors being equal, buys at a certain store because he knows and likes the people who work there. The buying eccentricities of customers should be carefully regarded—a new clerk may irritate a purchaser through ignorance of individual traits. If a customer has to be constantly educating new clerks to his buying habits he may carry his business to a firm that isn't always making changes in personnel. A patron likes to see the same faces in a store and, most important of all, a customer does not like to have a new

clerk filling his prescriptions. A new clerk cannot learn the stock quickly and frequent changes in errand boys affect the efficiency of delivery service. With a turnover in personnel a corresponding change in store policy results.

Chairman Rimmer remarked that he felt sure that the audience would agree that the points brought out in the paper are commendable. We are on the right track, but we still have not found the complete answer to "Turnover." He then called on Mr. J. C. Brantley, Jr. to discuss another "Turnover" to avoid as long as possible.

Mr. Brantley discussed, "The Disadvantages of Deviating Too Far From An Ethical Drug Business."

THE DISADVANTAGES OF DEVIATING TOO FAR FROM AN ETHICAL DRUG BUSINESS

By J. C. Brantley, Jr.

It seems that the majority of drug stores still carry many items unrelated to pharmacy. This is not for the best interests of our profession. Conditions would be improved by a return to a more ethical drug business. "The pharmacist is beginning to realize that a better living can be made by exploring the professional services of ethical pharmacy." The time is fast approaching when the physician and the pharmacist should unite their professional abilities and skill for the best interests of both groups. "It is to the advantage of the public for the healing professions to work and co-ordinate their talents, and this can be done successfully only if Pharmacy continues its educational advancement and ethical professional service to the sick and indigent."

Chairman Rimmer observed that the speaker's remarks were commendable but that a complete answer to the question of "Turnover" had not yet been given. Thereupon he presented to the audience Vice-President L. O. Heideman, of the Neilsen Drug Index, who gave a most comprehensive and interesting address on the subject of "Turnover."

TURNOVER

By L. O. Heideman

This address, showing the relation of turnover to the business of the average drug store, was published in full in the August issue of the CAROLINA JOURNAL OF PHARMACY.

The above address completed the novel and instructive program of the Papers and Queries Committee.

Chairman Rimmer and his Committee were extended the enthusiastic thanks of the Association for the time and thought they had given to the preparation of their program.

Upon motion the meeting adjourned.

THIRD SESSION

The third session was called to order by President Gattis at ten o'clock on Wednesday morning, May 22.

The first order of business was the annual report of the Secretary-Treasurer of the North Carolina Board of Pharmacy.

The report was read by Secretary-Treasurer F. W. Hancock and will be found in a later section of the Proceedings devoted to the Board of Pharmacy.

Upon motion of Mr. R. P. Rogers, duly seconded, the report was accepted with thanks.

The report of Attorney F. O. Bowman was called for.

REPORT OF ATTORNEY F. O. BOWMAN

Mr. President and Members of the North Carolina Pharmaceutical Association:

I have the honor to submit at this time my 20th Annual Report as Attorney for your Association.

Inasmuch as I am scheduled to present a report as Executive Secretary of the Fair Trade Committee later, this report will be confined to other activities engaged in and some matters of interest to our membership, aside from that of Fair Trade. Incidentally, to my mind, Fair Trade is the most important subject of all and the one and only plan thus far devised and obtained that possesses full possibilities of salvation for the drug industry, and especially for the retail druggists, not only in North Carolina but in the entire nation as well, if only it is given the support to which it is entitled.

At the outset, let me say that President Gattis wisely suggested some weeks ago that convention reports should be as short as possible, stating that it was sometimes tiresome to be forced to listen to longwinded reports and speeches. Taking the cue from Pres. Phil and being in perfect agreement and accord with his suggestion, I have endeavored to observe brevity throughout and

trust that I shall have finished before a bored or tiresome reaction manifests itself in too many quarters.

The report consists of:

First—A statement dealing with the collection of dues and the securing of new members for the Association;

Second—A discussion of the new Pure Food, Drug and Cosmetic Law; and

Third—A survey of the Legislative outlook for the 1941 General Assembly.

Again during this year, because of the large amount of time it has taken in the promotion of the Fair Trade Movement; the additional work occasioned by the enactment of the new drug law; together with the weeks that have been spent in sponsoring candidates for the next Legislature who have been our genuine friends and who have stood by us when their votes and help saved us from defeat, and likewise, in contacting and helping others whom we hope to have as our friends next January when the biennial legislative fight begins, I have been unable to spend but little time traveling over the State for the purpose of collecting dues and getting new members. I did manage, however, to spend some three or four weeks altogether in this work, and succeeded in collecting around $700,00 in dues and securing more than a dozen new Association members.

It appears to be a foregone conclusion that if we are to keep our membership what it should be and the Association Treasury in even a fairly satisfactory condition, it will be absolutely necessary for some representative of the Association to spend considerable time during the coming year actually in the field calling personally on drug store proprietors and clerks for the primary purpose of collecting dues, obtaining reinstatements and securing new members.

In this connection, let me say that if it shall be the will of the Executive Committee that this work be done by me, I pledge myself to spend whatever time it takes and is necessary to cover the State in a effort to restore both the membership and funds of the Association to their former status, so that the good work done for its members in the past may continue unhampered.

Now, with respect to the new Food, Drug and Cosmetic Law, enacted by the 1939 Legislature to become effective January 1, 1940, almost five months ago, we find ourselves but slightly better equipped with information concerning its application and operation than we were at the High Point convention a year ago. Of course, we have been furnished with interpretations on some phases of the law, and also, some rulings have been promulgated. But in the main, these have dealt with the sale of dangerous drugs, and have come from the Federal Drug Administration rather than State authorities.

Just prior to its effective date. Dr. B. W. Kilgore, Chief Chemist of the State Department of Agriculture, under whose direct supervision the enforcement of the law is lodged, made the following observations, indicating the policies to be followed in the application and operation of the new law.

"A new Food, Drug and Cosmetic Act was passed by the Legislature of 1939 and goes into effect on January 1, 1940. This Law covers foods, drugs and cosmetics and will supersede the old Food and Drug Law.

"The Commissioner and the Board of Agriculture will be responsible for the enforcement of the food provisions of the new law, as they have enforced the provisions of the old law. The old law has been in effect for some thirty odd years and very satisfactory results have come from its operation.

"Only a limited amount of work has been done on drugs, while the cosmetic part of the 1939 law is new, there having been no State law on this subject until the present Act was passed.

"In the enforcement of the Drug and Cosmetic portions of the new law, the Board of Health, the Board of Pharmacy, and the Board of Agriculture will co-operate and be responsible for carrying out the provisions of the law. It is the purpose of these three agencies vigorously to enforce the provisions of the law relating to drugs and cosmetics, working together in the inspection of all drugs and cosmetics and making analyses of products to see that such products meet the requirements of law and standards or claims for them.

"The new State Law follows closely the provisions of the Federal Law, and the State and Federal Governments will co-operate in the work. It will be necessary for products manufactured in the State or outside of the State and sold in interstate commerce to meet the requirements of the Federal Law. When this is done the products will, in all likelihood, meet the requirements of the State Law. It is advised that our manufacturers of drugs and cosmetics look carefully into the provisions of the Federal Law and prepare to meet its requirements as to labeling, advertising and other matters. Our retail druggists should follow the same course and plan to move products now on their shelves not meeting the requirements of the Federal Law and regulations before January 1st.

"While attention is now being given to State definitions and regulations, it is the purpose of the State Administration to accept the Federal regulations in so far as they are applicable to State conditions, which, we expect, will result mainly in the same set of regulations and provisions for the Federal Government and for the State. This statement is made in the hope that it will be helpful to our drug trade in the State in getting ready for the operation of the new State Law and the Federal Law. It is the intention to use the new State Law to strengthen present drug laws and every effort will be made to help the drug trade of the State in every way possible."

Though progress has been slow in getting a new drug law under way, we may expect definite action soon insofar as the Federal Law is concerned. A meeting of State and Federal Drug

Officials is being held in Washington this week for the purpose of ironing out certain controverted provisions contained in the regulations that have been prepared and are now under consideration. When conclusions have been reached, the regulations will then be promulgated, which under the provisions of the Federal Act will have the same force and effect as the law itself.

As iudicated in Dr. Kilgore's statement, it is likely that the Federal regulations will be adopted by our State authority, in toto. At the same time, however, our law requires that public hearings must be held, with ample uotice given to interested parties, before such action may be taken.

In this connection, there appears to be little likelihood that a great deal will be done toward putting our State Drug Law in operation until next year. The Act carried no appropriation, hence no funds are available for the work. The Department of Agriculture, therefore, necessarily will be curtailed in its activities until provision is made for the enforcement of the Act. Suitable laboratories will be set up by the Department and a pharmaceutical chemist will be employed in the meantime, but beyond this little more may be expected until an appropriation from the 1941 General Assembly comes through.

Let us now take up the requirements governing the sale of certain specific drugs provided by interpretative regulations under authority of a new drug law.

First—Barbiturates. All derivatives of barbituric acid such as amytal, phenobarbital, luminal, etc., may be sold as heretofore, that is in accordance with the provisions of the North Carolina Hypnotic Drug Law, provided that the statement "Warning—May be habit forming" is written, printed, or stamped upon the label of the package in which sold.

These items, of course, may be sold upon prescription and may be refilled. When sold upou prescription, however, the label must likewise bear the statement "Warning—May be habit forming" unless such prescription bears the wording "Not refillable," or some similar desiguation, written thereon by the prescribing physician. In this event, the warning referred to is uot required on the label. (Barbituric Acid as such may be sold pursuant to prescription only.)

Second—Aminopyrine, Cinchophen, Neocinchophen, Sulfanilamide, preparations containing any of these, and all their derivatives may be sold only upon prescription and may not be refilled.

Third—Dinitrophenol and Dinitrocresol or auy product contaiuing these chemicals, designed for human use, may uot be sold, not even pursuant to prescription.

All drug products dispensed from the original package from the manufacturer must be labeled, of course, in accordance with the labeling provisions of the new Act.

The principal requirements as they relate to the labeling of drugs, prepared by the Federal Food & Drug Administration, were published in the January issue of the JOURNAL. Numerous articles have appeared from time to time in many of the drug journals of the country on the subject. Likewise, some National Associations have prepared for the trade hundreds of labels suitable for use under the Federal Law as well as those states having laws with similar labeling provisions. Most of these are for official preparations, and in this particular, it is felt that a large majority of our retailers are fairly well informed. There remains some confusion, however, as to the labeling of many of the "non-official compounds" by retail druggists who dispense them. We are now working for a clarification of this proposition. This information will be furnished the druggists of the State when the matter has been worked out.

As indicated above much remains to be done and to be learned about this new and, to a large extent, untried law. Patience, perseverance and study will be required by every druggist if he is to keep abreast with the developments that will necessarily take place from time to time.

Under the provisions of the Rubbing Alcohol Compound Regulation (T. D. 4963) promulgated January 18 and effective February 18, 1940, the sale of all Rubbing Alcohol Compounds at retail to consumers for use was restricted to drug stores only, through registered pharmacists who are required at the time of sale "to write or stamp across the brand label in contrasting colors 'Sold By', followed by the pharmacist's name and the address of the retail drug store where the sale was made."

No provision, whatever, was made for the sale of this product by either an assistant pharmacist or by a physician operating a drug store under a permit from the Board of Pharmacy. This situation was commuuicated immediately to Mr. Rowland Joues, Washiugtou Representative of the N. A. R. D., who succeeded in getting a supplementary ruling from the Department taking care of the matter by providing as follows:

"It is the view of this office that any person, whether he is a registered pharmacist, assistant registered pharmacist, assistant pharmacist, pharmacy apprentice, or physician, empowered by the laws of the State in which he practices, or is liceused, to compound prescriptions, dispense drugs, or otherwise perform the functions generally attributed to a registered pharmacist, may be considered to be a 'registered pharmacist' within the purview of Treasury Decision 4963.

"Accordingly, this office sees no reason why such person may not sell rubbing alcohol compound, provided that, at the time of sale, he writes or stamps across the brand label in contrasting colors the words 'Sold by' followed by his name and the address of the retail drug store where the sale is made."

Rubbing Alcohol Compounds, therefore, in North Carolina may be sold only by a licensed pharmacist, a registered assistant pharmacist or by a licensed physician, under the conditions set forth for the sale of this product in the amended decision referred to.

While we have not had a Legislative session to contend with this year, at the same time one of

the most colorful political campaigns in the history of the State has been carried on for the past several months by the hundreds of candidates seeking offices from the governorship on down the line to the lowest elective office at the hands of the people. Between three and four hundred candidates from the respective counties of the State are out for election to the next General Assembly, when as a matter of fact this body consists of only 170 members—120 representatives and 20 senators. Responding to calls of many of these men who are up for re-election and who have been staunch friends of our retail druggists, casting their votes for us and helping us when votes and help really counted, I have visited more than 50 of the 100 counties in the State during the past several weeks in behalf of these men and have helped them in every way I possibly could. Besides, I have made contacts with many others who will likely be elected and whose support we shall need as badly in all probability next January as we needed votes at the 1939 Session.

In view of the many adverse proposals directed at us during the last Legislature, including costly tax measures, unreasonable wage and hour demands, along with many other propositions equally detrimental to pharmacy and the drug business, and realizing the fact that each and every one of these proposals was defeated because of friendly legislators, nothing less than what has been done would have begun to measure up to the consideration to which they were entitled and should reasonably have expected.

As citizens of North Carolina each and every one of us here is interested in its welfare. It is our duty, therefore, to vote for and help elect the very best men available to fill the offices under whose direction the administration of the State Government is maintained. We should be particularly interested in electing men of experience, sanity and character as members of the General Assembly, for it is this group that establishes the rules of conduct not only for our everyday life but, also, prescribes the rules that govern our business as well.

In conclusion, it is my sincere hope that every voter among us will go to the polls next Saturday and cast his or her vote for the best available men and of the caliber described for the respective offices to be filled.

When a majority of such men have been elected to the Legislature, neither retail druggists nor any other group need be fearful of unfair, unjust or discriminatory Legislation being placed upon our Statute Books.

Respectfully submitted,
(Signed) FREDERICK O. BOWMAN,
Attorney.

Upon the motion of Messrs. J. C. Hood-Sam Welfare, the report of Attorney Bowman was accepted with thanks.

Chairman C. C. Fordham was called upon for a report of the Delegations to both the 1939 and 1940 conventions of the American Pharmaceutical Association.

REPORT OF THE 1939 A. PH. A. CONVENTION

Mr. President, and Members of the North Carolina Pharmaceutical Association:

I have the honor to submit at this time the report of the delegates to the 1939 convention of the American Pharmaceutical Association, held in Atlanta, August 20-26. Your delegation was present one hundred per cent. The members were: Messrs. A. C. Cecil, Joe Hollingsworth, P. J. Suttlemyre, C. R. Whitehead, and C. C. Fordham. North Carolina had a total of seventeen men at the convention.

Every phase of American Pharmacy was well represented. The attendance at each meeting and the interest in the work of the Association, as well as its affiliated organizations, was very impressive.

The A. Ph. A. began its program on Tuesday evening. There was a constant succession of meetings—morning, afternoon and evening—with the exception of Wednesday evening when a joint banquet was held. Several sections met at the same time but their programs were so arranged that one could attend the session of his choice.

President Lascoff's address opened the Tuesday evening meeting and was one of the outstanding features of the convention. He submitted seven recommendations. The more important of these were: that a study be made of the present possibilities of enacting constitutional legislation which will restrict the ownership of drug stores to registered pharmacists; that a systematic effort be made to have pharmacy represented on state and local Boards of Health; and that special consideration be given to ways and means of bringing the medical and pharmaceutical professions into closer co-operation in dealing with questions of mutual interest with particular reference to the socialization of the medical professions, and the greater use of official preparations.

Forceful addresses were made by Governor E. D. Rivers, of Georgia, on "Public Health;" Chancellor Sanford, of the University of Georgia on "Pharmacy of Tomorrow," and by Herbert M. Skinner, former President of the Pharmaceutical Society of Great Britain and an Honorary Member of the A. Ph. A. on "The Place of Pharmacy in Health Insurance in England."

As approximately two hundred papers, reports, etc., were considered during the convention, obviously it is impossible to review them by title. Outstanding papers were presented on Socialization of Health Services, Food, Drug and Cosmetic Legislation, Modernization of Pharmacy Laws, Hospital Pharmacy, and Professional Pharmacy.

It was disclosed that only 2.5 per cent of the registered pharmacists of this country are members of the A. Ph. A. This number is far too low and I urge the pharmacists of this State to

become affiliated with the organization. Ofttimes I believe the A. Ph. A. is looked upon as a high-brow organization composed principally of professional pharmacists, board members and college professors. The Constitution of the A. Ph. A. proves this to be false. It sets forth in simple language that the object of the organization is to unite the educated and reputable pharmacists of this nation in doing those things that will accrue to the highest good and greatest protection to the public.

An important change was made in the publication of the JOURNAL. The JOURNAL is now edited in two editions—the practical pharmacy and the scientific editions; the latter is not only of great interest but of vital value to every practicing professional pharmacist and is obtainable by every member of the A. Ph. A. who desires it.

The successful efforts of the A. Ph. A. in maintaining professional parity of pharmacy with the other health sciences deserves the loyalty of pharmacists throughout the Nation. In North Carolina let's show our appreciation by not only joining the A. Ph. A. but by actively supporting it.

Respectfully submitted,
(Signed) C. C. FORDHAM,
Chairman.

REPORT OF THE 1940 A. PH. A. CONVENTION

Chairman Fordham presented an informal report of the 1940 convention of the A. Ph. A., held in Richmond, Va., a few days previously on May 5-12. There had not been sufficient time to prepare the usual written report.

Upon the motion of Messrs. Eubanks-Wolfe the reports of the delegates to the A. Ph. A. conventions were accepted with thanks.

Chairman J. A. Goode was called upon for a report of the delegates to the N. A. R. D. convention.

REPORT OF THE 1939 N. A. R. D. CONVENTION

The 1939 annual convention of the National Association of Retail Druggists was held in St. Paul, Minnesota, October 9-13. The delegation attending from this Association was composed of Messrs. Suttlemyre, Eubanks, President Gattis and myself.

By reason of the geographical location of the convention city, the attendance was not as large as that of the previous year, but the program was extremely informative. The drug show was one of the largest in the Association's history. The attractive exhibits featured the latest in drug store merchandise, and the newest wrinkles in the art of display.

Among the high-lights of the Convention was an address by Congressman Wright Patman entitled, "What the Local Druggist Can do to Help Pass the Anti-Chain Store Bill." Congressman Patman spoke to a capacity house, and his address was broadcast over a nation-wide radio hook-up.

Another speaker who held the complete attention of his audience for nearly two hours was A. C. Nielsen, president of the company bearing his name, and who specializes in developing statistics for the drug industry. Mr. Nielsen developed interesting and startling facts which were of great interest to his listeners, and which brought forth rounds of applause, as it was shown that they bore out graphically the major contentions of the retail druggists in their relation to manufacturers and wholesalers. Among other impressive points made by the speaker was that the average drug store volume is approximately $50 per day; the average sale per customer is approximately 25c; the average cost of operation is approximately 30%. It costs approximately 7c to wait on the average drug store customer.

Interesting and helpful answers were given to such questions as: Why do some stores do a bigger cigar business than others? Why do some stores do a better soda business than others? Why do some stores do a bigger cosmetic business than others? Why do some stores do a bigger prescription business than others? Where do the people who live in your community buy their drug store needs? What do the people in your community buy? And, why don't you get your share of the business? These and many other practical solutions were free to those who were in attendance. Statistical information is on the list of required reading by the real leaders in business of today. By the use of the information available one may easily become his own business astrologer. By careful application of the facts available to one's own business, he is in position to foretell almost to the month the date of his business demise. Or, on the other hand, he can forecast the rate of his progress. Examine this statement and see which way you, yourself are going. It will be interesting and possibly helpful, or it may be a lot of fun, even though you are one of the average and, because you are just the average, destined to do nothing about it

Following the address of Mr. Nielsen, the Honorable John E. Miller, U. S. Senator from Arkansas, one of the authors of the Miller-Tydings Act, in a very pointed address upheld Fair Trade, and scored various groups of governmental bureaus who, in the Senator's opinion, were overstepping reasonable bounds in their efforts to depreciate Fair Trade legislation. The Senator pointed out that these Bureau zealots were seemingly biased in their findings in that they failed to mention the amount of counterfeit merchandise eliminated from the market through the effect of Fair Trade

laws, together with other unfair business practices, as a result of its operation in the public's interest. Senator Miller's address was received with resounding enthusiasm.

Thursday night proved to be the big night of the Convention entertainment program. On this evening the Twin Cities outdid themselves in their effort to please the visitors from far and near. The mammoth three-hour Ice Follies proved to be one of the finest entertainments ever presented at an N. A. R. D. Convention. With plenty of local talent from which to draw and augmented by national and international champions from far and near, including several Canadian acts, the Ice Follies held the attention of the Convention for more than three hours. To describe this colorful show on the huge square of ice, marked in the center with the mammoth letters, "N. A. R. D.," taxes one's adjectives. It was an outstanding performance by stars of the steel blades, flashing about the huge arena in colorful costumes, with marvelous colorful effects, to music by the Minneapolis Symphony Orchestra. The program varied from the humorous to the spectacular with such a brilliant parade of various types of ice demonstrations as to beggar description.

All and all, the entertainment program was most extraordinary, and was somewhat in the nature of a general compliment to Secretary Dargavel, who is a native of Minnesota, and to whom a great deal of credit is due for the highly successful business program of the Convention.

One cannot attend an N. A. R. D. convention without observing that the independent retail druggist is now beginning to realize that he needs to be informed of the conditions and problems which affect his business and profession; that he needs to be inspired for the task that lies before him, and that he needs to draw on the experience of his fellow. Today, the independent retail druggist cannot hope to succeed through his own efforts alone. Whether we like it or not, the days of rugged individualism are in the past. Co-operation and co-ordination are the magic words that open the doors of the future. The independent retail druggists' sole agencies for their attainment are in their own state and national organizations. Utopia will come to this organization only when it realizes it has something to sell and sets about to develop a practical plan of merchandising it. As a first step, we must proceed in the direction of the education of our membership with respect to aims and purposes. In short, we must work out a plan, the final effect of which will be to cause a substantial majority of the proprietors of the drug stores to be in attendance in person at our state and national associations. Each of us should constitute ourselves a committee of one for the coming year, to bring some proprietor of a drug store, who has not been attending the meetings in recent years, to our next convention. And, if successful in gaining his attendance, continue our efforts to interest him in organized pharmacy in a national sense. It is the only practical way to interest and inform our associates of the objectives of organized pharmacy.

In conclusion, I further recommend continued affiliation of this Association with the N. A. R. D., and that we actively support its program for the betterment of the condition of the independent retail druggist.

Respectfully submitted,

(Signed) J. A. GOODE,
Chairman.

Upon motion of Messrs. Eubanks-McDuffie the report of the delegates to the N. A. R. D. convention was accepted with thanks.

Attention was called to the fact that Mr. Goode had recommended continued affiliation of the Association with the N. A. R. D. Upon motion of Messrs. Rimmer-Eubanks the delegates voted to continue such membership.

Chairman C. C. Fordham was called upon for a report of the Delegates to the U. S. Pharmacopoeial Convention.

REPORT OF THE DELEGATES TO THE U. S. P. CONVENTION

Chairman Fordham presented an informal report of the U. S. P. Convention held in Washington, D. C., on May 14-15. All three delegates from the N. C. P. A. were in attendance, namely, Messrs. Fordham, Joe Hollingsworth, and Carl T. Durham. The high lights of the convention were taken up and particular mention was made of the fact that Prof. M. L. Jacobs, of the State University, was made a member of the U. S. P. XII Committee of Revision. A written report for the Proceedings was promised. This has not been received.

Upon the motion of Messrs. Rogers-Copeland the report of the delegates to the U. S. Pharmacopoeial Convention was accepted with thanks.

Mr. E. F. Rimmer was called upon to introduce the guest speaker of the morning.

In a few well-chosen words Mr. Rimmer presented to the audience Mr. B. R. Mull, Manager, Trade Advertising, Eli Lilly and Co.

Mr. Mull chose as his subject, "Inter-Professional Relations."

INTER-PROFESSIONAL RELATIONS

By B. R. Mull

This address was printed in full in the July issue of the CAROLINA JOURNAL OF PHARMACY.

President Gattis expressed the thanks of the Association to Mr. Mull for his fine address.

At this point the meeting was turned over to Chairman C. C. Fordham, of the Fair Trade Committee.

FAIR TRADE SESSION

Chairman Fordham presented an informal report of the activities of his Committee during the past year. He took occasion to praise Mr. Bowman for his accomplishments as Executive Secretary for the Fair Trade group. He impressed upon his audience the importance of co-operating with manufacturers who observe fair trade and of insisting that all manufacturers operate according to these practices. This would result not in a raise in prices but in a stabilization of them.

Chairman Fordham then called on representatives of manufacturing houses who operate under Fair Trade to present the views of such concerns. This proved to be an informative and interesting feature of the session.

Mr. Bowman was next called upon to present his report as Executive Secretary of the Fair Trade Committee.

REPORT OF EXECUTIVE SECRETARY F. O. BOWMAN

Mr. President and Members of the North Carolina Pharmaceutical Association:

As Executive Secretary of the Fair Trade Committee of the Association, I am making this brief report, which covers only some of the activities of your Committee and the work done through my office in the promotion of Fair Trade since our last Annual Convention, together with a financial statement of the fiscal affairs of the Committee. I shall not enter into a discussion of the Fair Trade Movement either in a general way or otherwise, inasmuch as we have been able to get one of our good friends from a neighboring state to come over and address the Convention on this subject at this session.

At the outset, it may be stated that the policies adopted by the original Committee when Fair Trade was first inaugurated in this State remain unchanged. From the very beginning we have endeavored at all times to co-operate to the fullest with all Fair Trade manufacturers, and likewise have expended our best efforts in trying to get other manufacturers to come under our Fair Trade Law.

Needless to say, carrying on Fair Trade and its promotion has entailed much work, involving the writing of hundreds of individual letters, preparing and getting out form letters, handling Fair Trade price books, keeping records of all contract transactions, handling contracts for manufacturers coming under the law, and furnishing from time to time both new and revised price sheets of manufacturers. In addition, every violation of minimum prices that has come to our attention has been reported immediately to the manufacturer. Generally speaking, the manufacturers have endeavored to maintain their minimum resale prices. In most instances of reported violations immediate steps have been taken by them to correct the price irregularities.

During this fiscal year 36 additional manufacturers have qualified under our Fair Trade Law.

At the beginning of the year there were 229. Today, we have 265 manufacturers actually operating under the North Carolina Fair Trade Act.

No longer do we have need to worry as to whether or not our Fair Trade Act will stand the test of the Courts. The Supreme Court of North Carolina, you will recall, early last Fall in a six-to-one decision upheld its constitutionality in every particular. This decision reversed a ruling by one of our superior court judges who had declared the law unconstitutional in a suit brought by Eli Lilly & Company to restrain Saunders Drug Store, of Wilmington, North Carolina, from selling its products below established minimum prices.

In a most scholarly opinion written by Justice Seawell, the Court went much further in detail on the matter of the economic side than have decisions of other courts thus far. This particular decision has been hailed as the most thorough and logical coming from any court dealing with Fair Trade and absolutely correct in its interpretation.

Coming now to the question of financing Fair Trade work, your Committee has had to depend upon voluntary contributions from retail druggists and from fees paid by manufacturers for services rendered. During the year urgent appeals have been made by letter, as well as by personal solicitation by members of our Committee and others who were sufficiently interested to co-operate with us in this way. Of the 850 drug stores in the State, only 130 have made contributions, ranging in amounts from $1.00 to $25.00. Only one retail store donated as much as $25.00. We received a $50.00 contribution from one of our wholesalers.

But with the small amount of support received, your Committee has functioned, nevertheless, and has gone forward with its work the very best it could under the circumstances.

I am furnishing herewith a statement of cash receipts and disbursements of the Fair Trade

Committee from the period May 15, 1939 to May 15, 1940 as follows:

FAIR TRADE COMMITTEE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

Statement of Cash Receipts and Disbursements for Period from May 15, 1939 to May 15, 1940

BALANCE ON HAND MAY 15, 1939		$ 52.39
Receipts		
Fair Trade Books	$ 8.00	
Donations by Retail Druggists	819.50	
Services Rendered Manufacturers	315.00	
Total Receipts		$1,142.50
		$1,194.89
Disbursements		
Clerical and Stenographic Wages	$ 317.67	
Postage	315.86	
Accounts Payable Prior Year	77.70	
Rent	120.00	
Printing	109.40	
Traveling	70.00	
Miscellaneous	45.12	
Supplies	11.00	
Telephone & Telegraph	32.76	
Janitor	45.00	
Total Disbursements		$1,144.51
Balance		$ 50.38
BALANCE	$ 50.38	

ACCOUNTS PAYABLE MAY 15, 1940

Orange Printshop	$ 21.00
Seeman Printery Inc.	32.50
Total	$ 53.50

In conclusion, I wish to express my sincere appreciation to the officers of the Association, members of the Fair Trade Committee, and all of our members who have supported our efforts to promote the Fair Trade Movement.

Respectfully submitted,
(Signed) FREDERICK O. BOWMAN,
Executive Secretary.

Upon the motion of Messrs. Copeland-S. M. Purcell the report of Mr. Bowman was accepted with thanks.

At this point Chairman Fordham presented to the audience Mr. J. A. Goode, National Chairman of the N. A. R. D. Fair Trade Committee, praising him as a pharmacist who has devoted a great deal of time and energy not only to Fair Trade but to other matters of vital concern to pharmacy.

Mr. Goode made an informal talk recounting something of the work that the N. A. R. D. is doing for Fair Trade. Said the speaker, "Why does the manufacturer go on Fair Trade? Because he expects to benefit from it. He expects you to co-operate with him. He is entitled to your support." Continuing, he lamented the fact that only fifteen per cent. of the druggists of the State have contributed to Fair Trade. "Would you like to go back to the old way of doing things? I can think of nothing more disastrous. If after forty years of laboring for some solid foundation on which to build, are you people going to let Fair Trade die through lack of interest and go back to the old way of doing things?"

Following Mr. Goode's remarks Mr. Tom Sharpe, Secretary-Treasurer of the Tennessee Pharmaceutical Association, was presented to the audience by Chairman Fordham in the following words: "He is quite a linguist but he speaks the language of druggists too—the language of a sincere, successful operator of a drug store under the pledges of Fair Trade."

MR. SHARPE'S ADDRESS

After extending greetings and good wishes of the Tennessee Association, the speaker took up the subject of Fair Trade. The Fair Trade Law is one of the measures that was enacted in an effort to equalize and balance our economic structure, "but today Fair Trade is definitely on trial, and may fail, first, because of the economic conditions of the international situation; second, because of the insincerity of some manufacturers enjoying its privileges; and third because of the apathetic condition of the retailers. Some retailers insist on persistent policing where Fair Trade violations occur, but they are neither willing to finance their part of this movement or to report violations that occur in their neighborhoods. Minimum Fair Trade prices should not prevail as regular prices only where competition demands same. We should be charitable in our expectations from Fair Trade and with all the co-operation we give it should we rightfully expect 100 per cent.

enforcement? No other law has ever attained this goal. Small town merchants claim they do have cut price competition, but they forget they are in easy reach of metropolitan centers and city newspapers carry many cut price advertisements. Fair trade will never make a successful merchant out of one that is unsuccessful. No man can legally legislate business into his store. "So may I plead with you, the North Carolina Pharmacists, to give Fair Trade an opportunity by putting more strenuous efforts behind its enforcement and more finances into the organization representing your Fair Trade activities."

President Gattis thanked Mr. Sharpe for his informative address.

Mr. Welfare felt that all the members should be given an opportunity at that time to contribute to Fair Trade. There was some discussion of the matter of finances for Fair Trade and the Secretary gladly accepted the contributions or pledges made by members.

At this point President Gattis resumed the chair.

Upon motion the meeting adjourned.

FOURTH SESSION

The fourth session was called to order by President Gattis at two-thirty Wednesday afternoon.

President Gattis read a telegram of greeting from Dean J. G. Beard.

Upon the motion of Messrs. Hancock-Link a telegram was sent to Mr. Beard expressing regret that he could not be present.

At this point the recommendation of the Executive Committee was brought up to change the fiscal year of the Association to coincide with the calendar year. There was some discussion of this change but when the vote was taken an affirmative ballot was cast. The fiscal year will extend hereafter from Jan. 1st to Dec. 31st.

Upon the request of President Gattis, Secretary Rose presented to the audience Dr. Hubert Haywood, of Raleigh, President of the North Carolina Medical Society.

Dr. Haywood chose "Professional Relations" as his subject.

PROFESSIONAL RELATIONS

By Hubert Haywood, M.D.

It is not a far cry from the time when the physician did his own dispensing of drugs. In my own day many physicians were the owners of drug stores. This day has now passed and there is a division of labor. To the physician is allotted the task of prescribing drugs, and to the pharmacist the task of dispensing drugs. This gives more leisure to both and a better opportunity for scientific study and improvement in the arts of their professions. The machine age is rendering the burdens of both less complex.

The relationship between the pharmacist and the physician is a close one and is one of mutual interdependence. Whatever concerns the fortune or misfortune of one concerns the other.

A hopeful, sanguine and optimistic spirit now pervades the medical profession in regard to the use of drugs. The age of defeatism as to the therapeutic efficacy of drugs, and the feeling that the patient will or will not get well, with or in spite of the aid of drugs is fast passing. Some two or three decades ago this spirit was quite prevalent in the ranks of the medical profession and necessarily was reflected into the lives and thoughts of the pharmacists. Now, we know that we have certain potent and specific drugs and have a therapeutic approach to diseases which were once regarded as incurable. We have new Chemo-therapeutic agents such as the sulfanilamide group and its derivatives, carbarsone in amoebic dysentery, prostigmine, arsenicals and heavy metals in syphilis, new and effective hypnotics and analgesics, various new hormones, pituitary extracts, liver extracts, vitamins and specific serums which are bringing us close to idealism in our attack on the forces of disease.

It is within the realms of a possible reality, that while new diseases may not be discovered, new and specific remedies may be developed far better than those we have. This newly acquired knowledge places an increased responsibility on the physician and pharmacist because all therapeutic agents not only can do good, but also can be harmful. To attach a medical label to a disease, and for a pharmacist or physician to treat it on this basis is a dangerous procedure. The etiological factors and a daily observation of the patient are the essential factors to a correct interpretation of symptoms and a diagnosis of the disease, with the proper application of correct remedies.

Treatment should be by a physician only and consist in the application of physical, chemical and other directed treatments. The physician and the pharmacist should work with the patient's interest as the end in view. The possibility of missing the diagnosis of incipient pulmonary tuberculosis or to find the evidences of organic disease as the basis of a case of psychoneurosis is a common error. Therefore, a correct diagnosis is a necessity before correct treatment can be instituted. Treatment is rapidly becoming a field of Biologic Engineering and must be individual

) fit each case. Rapid shifts in the therapeutic eld are often necessary. Only one trained in reatment should attempt this human engineering, nd supervision of treatment should be close.

Pharmacopoeia and National Formulary—few hysicians know the range and compass of these ooks. Every physician can select from them the ew formulas he may need that will be as elegant nd as pleasant as proprietary preparations, and ill, moreover, be guaranteed doses of the vari- us ingredients of the formulas selected.

Useful Drugs—The Book of Useful Drugs of he American Medical Association describes the ction and use of drugs selected for their positive herapeutic action. It is prepared under the irection of the Council of Pharmacy and Chemis- ry of the American Medical Association. It is ntended to meet the demand for a less extensive Materia Medica. It evaluates the most valuable reparations from the vast number included in he Pharmacopoeia and New and Non-official Remedies.

New and Non-official Remedies: The physician hould be ever ready to make use of a valuable liscovery, but should never further fraud. A iew drug should be ordered straight or used only n prescribed combinations. Correct prescription vriting is a close corollary to good therapeutics. Therapeutics is the ultimate aim of the science nd practice of medicine. It includes not only lrug therapy, to which its definition is so often erroneously limited, but also everything that has o do with the treatment of disease, the manage- nent of the patient, his convalescence, his return o health, and the protection of the well against lisease.

While simplicity in prescribing is advisable, the art of combining drugs or of rendering a drug less disagreeable should be studied and practiced until efficiency is secured. It is not justifiable for a physician to prescribe secret or irrational pro- prietary remedies. The possibilities of harm to the patient are too great.

We assume very properly that the physician can help the pharmacist.

1. By correct prescription writing—the art of prescription writing should be improved.

2. By prescribing remedies and combinations of remedies approved of and included in the Pharma- copoeia and which are in the Natioual Formulary.

3. By a proper evaluation of the new remedies brought to his attention.

4. By not prescribing remedies which have been overenthusiastically described to him by a detail man, who may be perfectly honest in his own convictions, but who has unwittingly misled the doctor into prescribing a remedy which may have no therapeutic value, or may be harmful. Overstocking the pharmacist's shelves with drugs and combinations which he may not be called upon to use may be avoided thus.

5. By not overprescribing remedies for patients who are unable to meet the cost of many of the new remedies whose cost is high. This naturally brings on some feeling on the patient's part that he is being overcharged by the druggist.

The pharmacist can help remedy this situation by informing the physician in regard to the newer potent and standard remedies which he carries in his stock, or which may be available.

Reprints from the *Journal of the A. M. A.* at low cost for distribution regarding the newer remedies and their application to old and newly described diseases are available. There are very few doctors who would not appreciate this point of contact and help from the pharmacist who fills his prescriptions.

The Wagner Act, which would do a great deal to socialize the practice of medicine and affect the practice of pharmacy, has been shelved dur- ing this present emergency.

The pharmacist as well as the physician has given his aid and co-operation in the programs for the aid of the underprivileged and the indi- gent. It is my understanding that some forty remedies of various sorts are now distributed by the government which were formerly distributed by the pharmacists. The socialization of medi- cine, while it might increase the number of pre- scriptions written and lead to an increase in the number of pharmacists employed in hospitals and dispensaries, would in all probability be so regu- lated by government authorities that the profits and salaries would be much less than the present fee scales. This has been the experience of coun- tries where it has been tried. Regulations would enforce the type and cost of the remedies pre- scribed. We should be on the alert to guard our interests and inalienable rights of the free choice of pharmacies and physicians by the patient no matter what scheme is eventually put into our social and economic structure by a paternalistic government.

I have thus tried to show you that we are one in spirit concerning the patient's welfare, that our interests are mutual and interdependent. That a division of labor is good for both the pharma- cist and the physician. That a diagnostic label does not always imply that a therapeutic specific is available. That treatment belongs to the phy- sician who is caring for and watching the case. That the physician can help the pharmacist by sticking to standard and reputable remedies. That both the physicians and the pharmacists are al- ready taking a large part of the responsibility for the needy and for aiding various government agencies.

President Gattis expressed the appreciation of the convention to Dr. Haywood for his interesting and informative address.

At this point the meeting was turned over to Chairman I. T. Reamer of the Section on Practical Pharmacy and Dispensing.

PRACTICAL PHARMACY AND DISPENSING

Chairman Reamer called on Dr. Ralph W. Clark, Director of the Pharmacy Service

Department, Merck and Co., to discuss "Trends in Pharmacy."

TRENDS IN PHARMACY

By RALPH W. CLARK

This paper was presented in full in the September issue of the CAROLINA JOURNAL OF PHARMACY.

The second paper was read by Mr. Hunter L. Kelly, of Apex, who chose as his subject, "Newly Accepted Drugs in Supplement II."

NEWLY ACCEPTED DRUGS IN SUPPLEMENT II

By HUNTER L. KELLY

The speaker took up in detail the list of thirteen new drugs which are included by the U. S. P. XI Committee of Revision in the "Second U. S. P. XI Supplement," and which became official Jan. 1st of this year. He also emphasized the obligation of every pharmacist to familiarize himself with these preparations.

Chairman Reamer presented to the audience Mr. John L. Howerton, of Greensboro, who spoke on "Forty Years at the Prescription Counter."

FORTY YEARS AT THE PRESCRIPTION COUNTER

By JOHN L. HOWERTON

The experiences of the speaker through the years were recounted and the many changes that have taken place in the profession were dwelt upon.

The next paper was presented by Mr. Sam McFalls, of Greensboro, who discussed, "Detailing by the Pharmacist—An Essential for Future Dispensing."

DETAILING BY THE PHARMACIST—AN ESSENTIAL FOR FUTURE DISPENSING

By SAM W. MCFALLS

The speaker considers detailing the prime factor of successful dispensing, not only for pharmacy as it is today, but for the pharmacy of the future. During recent years there has been a noticeable change toward professionalism and this has been sponsored notably, as well as nobly, by the larger manufacturing houses. Some pharmacis still complain that their particular town not large enough for a professional sto Too many pharmacists assume the defeat attitude toward decreased prescripti volume, but do not try "to find and reme the flaw." If there are decreased sales other departments, however, the pharm cist will immediately seek to remedy t situation. The only man to help the pha macist build a larger prescription practi is the physician. Despite the obvious val of the physicians' good will the majority pharmacists fail to call on physicians. T most effective method for advancing "o profession" is to commence group detailir through a co-operative or wholesale poi of view. This can be accomplished by se ting up a council of pharmaceutical mer bers who in turn can supply pharmacis with printed material of seasonal prepar tions endorsed or accepted by the A.M. Individual detailing also has advantag and the following points should be co sidered: (1) Know your preparation; (2 Discuss the satisfaction of the medicatio and not the price of it; (3) Discuss the co tents of the product and not the therapeut effect; (4) Spend at least four hours a wee in detailing; (5) Try to arrange your cal during slack hours.

Chairman Reamer stated that he woul have to postpone the remainder of his pr gram until the next morning as Mr. W. Smith, who was to contribute a paper, ha been unavoidably detained and could no be present at that session.

In the temporary absence of Presiden Gattis, Vice-President Hollingsworth wa called to the chair.

Vice-President Hollingsworth announce that at the following session the By-Law addition would be brought up which ha been offered at the last session of the 193 convention by Mr. J. C. Brantley, Jr. Th Secretary was asked to read the new sec tion so that members could be thinking abou the amendment between then and the nex morning.

Thereupon Secretary Rose read the pro posed section which appears on page 15 of the Proceedings.

Upon motion the meeting adjourned.

FIFTH SESSION

The fifth session was called to order by resident Gattis at ten o'clock on Thursay morning, May 23.

The first order of business was the By-aws amendment introduced by Mr. Brantey.

President Gattis read the following proosal for a new section to Article 1 of the y-Laws to be known as Sec. 5:

Section 5. The North Carolina Pharmaceutical ssociation shall, at each annual meeting, elect om among the most skillful pharmacists in orth Carolina, who are not teachers or instrucrs teaching pharmacy in any educational instiition, for a term of five years, one pharmacist to e State Board of Pharmacy. The same must ave been registered as a pharmacist in North arolina at least five years previous to his elecon and he must be actually engaged in conductg a pharmacy and shall not hold office for more an one five-year period.

Mr. Brantley moved the adoption of the ection and his motion was seconded by Mr. uttlemyre.

There was considerable discussion of the atter, which was participated in by Messrs. eamer, Eubanks, Rose, A. B. Kunkle, W. . Moose, J. C. Hood, P. J. Suttlemyre, D. . Boone, H. C. McAllister, and Paul Thompon. There was a feeling that the new secion possessed merit, but that it should be e-worded. Finally, upon the motion of Messrs. Boone-J. T. Usher, the President as instructed to appoint a committee to e-phrase the amendment and bring the atter up again at the afternoon session.

President Gattis appointed the following ommittee to re-word the proposed new secion to the By-Laws: Messrs. J. C. Brantey, *Chairman*, Paul H. Thompson, R. R. opeland, W. L. Moose, and J. C. Hood.

At this point the meeting was turned over o Chairman I. T. Reamer of the Section on ractical Pharmacy and Dispensing in order hat the program begun the afternoon beore might be concluded.

PRACTICAL PHARMACY AND DISPENSING

Chairman Reamer called upon Mr. W. J. mith for a paper on "Your Prescription epartment—An Asset or Liability."

YOUR PRESCRIPTION DEPARTMENT—AN ASSET OR LIABILITY

By W. J. SMITH

This paper was carried in full in the September issue of the CAROLINA JOURNAL OF PHARMACY.

This concluded the program of the Section on Practical Pharmacy and Dispensing and Chairman Reamer was given the sincere appreciation of the convention for his interesting and helpful program.

The Report of the Visitation Committee was called for and was read by Chairman Paul B. Bissette.

REPORT OF THE U. N. C. VISITATION COMMITTEE

Your Committee, with all members present, visited the State University School of Pharmacy on May 23. After a most interesting conference with members of the faculty, we spent an hour interviewing the senior class.

We were the guests of the faculty at a luncheon in the new dining hall and were later taken on a tour of Chapel Hill by Acting Dean Rose.

The afternoon was devoted to an inspection of the laboratories, classrooms, storage rooms, library, etc.

We wish to offer the following recommendations:

1. 75% of all the students who enter the School of Pharmacy have had no drug store experience yet more than 90% of its graduates go to work in retail drug stores. (These statistics were furnished your Committee by Dean Rose). We, therefore, recommend that considerably more time be given to instruction in practical drug store operation.

2. Prescription counters in the Pharmacy laboratory should be equipped with individual telephones so that students may acquire practice in taking prescriptions by telephone.

3. Facilities should be provided for supplying hot water to all laboratories.

4. The library should be furnished with new books and an additional supply of the most-used volumes now in the library.

5. A proper ventilating system should be provided in all laboratories for the removal of poisonous fumes and gases. We understand that these laboratories are the only ones in the University that are not so equipped. We believe this condition to be a hazard to life and health and one that should be corrected immediately.

6. A central stock-room for all supplies should be installed with a competent full-time person in charge.

7. We believe that the School of Pharmacy is manned by a faculty that is outstanding in modern-day pharmaceutical education.

Respectfully submitted,
(Signed) PAUL B. BISSETTE, *Chairman*,
R. I. CROMLEY,
R. L. HART,
R. I. DAILEY,
WILKINS HARDEN.

Upon the motion of Messrs. Copeland-Rogers the Report of the Visitation Committee was accepted with thanks.

The report of the Student Branch was called for and was read by Secretary J. M. Pickard.

REPORT OF THE U. N. C. STUDENT BRANCH

The Student Branch of the North Carolina Pharmaceutical Association has had a very successful year and has a total enrollment of 81 paid members out of a school enrollment of 126, giving a percentage of 64.3.

The Branch was active in the first year orientation program, giving a weiner roast for the first-year students shortly after school opened last fall.

It has had seven meetings so far this year and the speakers included Dr. Lyday of Greensboro; Dr. E. A. Brecht, the new member of the faculty; Dr. H. R. Totten, of the Botany Department of the University; and Mr. Phil D. Gattis, President of the N. C. P. A. The Branch also sponsored the showing of two films, both dealing with phases of Pharmacy.

Miss Rose Stacy was placed in charge of arrangements for the display sponsored by the Student Branch at this convention.

There have been no changes in the Constitution and By-Laws during the year.

II

On April 18 the Branch elected the following officers for the school year 1940-41:

President—E. R. Fuller, of Louisburg.
Vice-President—Miss Blanche Burrus, of Canton.
Secretary—D. F. McGowan, of Swan Quarter.
Treasurer—John Terrell, of Chapel Hill.
Executive Council Member—Otto Matthews, of Roseboro.
Dr. E. A. Brecht has been elected Faculty Advisor.

These officers will be installed at a meeting to be held during the week of May 26-31 and will succeed the following officers:

President—S. W. McFalls.
Vice-President—Miss Rose Stacy.
Secretary—J. M. Pickard.
Treasurer—E. R. Fuller.
Executive Council Member—S. M. Edwards.
Financial transactions for the year:

Cash Deceipts:	
Balance from last year	$ 9.0
Collections for this year	124.2
Total	$133.2
Cash Disbursements:	
Paid to the N. C. P. A.	$ 79.0
Paid to Balfour & Co.	26.9
Local Expenses	20.6
Total Disbursements	$126.5
Total Receipts	$133.2
Total Disbursements	126.5
Cash on Hand	$ 6.7

III

The Student Branch invites the pharmacists o the State to visit the School whenever possible The Branch also wishes to acknowledge the guid ance given by the Faculty Advisor, Dr. H. M Burlage, and all the members of the staff.

Respectfully submitted,
(Signed) J. M. PICKARD,
Secretary.

Upon the motion of Messrs. Suttlemyre Welfare, the report of the U. N. C. Studen Branch was accepted with thanks.

Chairman Paul H. Thompson was calle upon for a Report of the Legislative Com mittee.

REPORT OF THE LEGISLATIVE COMMITTEE

Chairman Thompson presented an infor mal report stating that inasmuch as the Gen eral Assembly had not met during the pas twelve months the Committee had had ver little to do. The members had, however kept in touch with trends in pharmacy bot in the State and in the Nation. He paic particular tribute to Congressman Carl T Durham, pharmacist representative in th National Congress. In conclusion, he men tioned the primaries to be held within a fe days and urged his listeners to "support th men best fitted for office."

Mr. C. L. Eubanks was called upon t present the honor guest.

In a very happy manner Mr. Eubank presented to the audience Congressman Car T. Durham, who was associated with th Eubanks Drug Co. for many years, charac terizing him as "your friend and m friend—the Congressman from the Sixt North Carolina Congressional District."

(The audience stood in tribute to th Pharmacist-Congressman.)

CONGRESSMAN DURHAM'S ADDRESS

Congressman Durham expressed his appreciation of the warm tribute that had been paid to him stating "that I have and always will have the warmest spot in my heart for the druggists of North Carolina." Continuing, he regretted that he had not had the opportunity to prepare a formal address as the situation in Washington had demanded a large part of his time during the preceding ten days and he had also been "busy in North Carolina" as the primaries were just a few days away and he was seeking re-election to Congress. He then gave a résumé of the national situation as it appeared to him at that time and of the World War conflict. In conclusion, he emphasized the fact that he was putting forth every effort "twenty-four hours a day" to help his fellow-druggists in the Halls of Congress.

Congressman Durham was warmly thanked for his timely remarks.

President Gattis presented to the convention Mr. Carl Goerch, of Raleigh, humorist and editor of "*The State.*"

Mr. Goerch entertained the audience in his usual happy fashion for about fifteen minutes. He told several amusing stories and in conclusion assured his listeners that he was always anxious to be of help to the pharmacists of North Carolina in every way possible.

Upon motion the meeting adjourned.

SIXTH SESSION

The sixth and final session of the convention was called to order by President Gattis at three o'clock on Thursday afternoon.

Chairman Ralph P. Rogers presented the following applications for membership in the Association: Messrs. Tom Bruce, of Hot Springs; H. M. Gaddy, of Charlotte; S. B. Boyd, of High Point; G. W. Honeycutt, of Raleigh; J. B. Hunter, of Charlotte; M. M. Edmunds, of Charlotte; and L. L. Holland, of Charlotte (Associate).

These applications for membership were duly accepted.

President Gattis called on Chairman Brantley for a report of the Committee appointed at the morning session to re-word the suggested addition to the By-Laws. (See page 151).

Chairman Brantley stated that his committee offered the following as a substitute for the section he had originally proposed as Sec. 5 of Article 1 of the By-Laws:

Section 5. The North Carolina Pharmaceutical Association shall elect at each annual meeting from among the most skillful pharmacists in North Carolina, for a term of five years, one pharmacist to the State Board of Pharmacy. The same must have been registered as a pharmacist in North Carolina at least five years previous to his election; he must be actually engaged in pharmacy; and he shall not succeed himself; Provided that this does not prohibit the re-election of any member of the present Board for one additional term.

Upon motion the new section was adopted, the ballot being taken by a rising vote.

The Report of the Committee on Time and Place of Next Meeting was called for.

Chairman Eubanks stated that his Committee recommended Durham as the meeting place for 1941, the time to be left to the Executive Committee.

Upon the motion of Messrs. Copeland-Thomas the report was accepted.

At this point Assistant Secretary C. M. Andrews reported that during the meeting $520.00 in dues had been collected from old members and $40.00 from new affiliates. The registration figures were as follows: Members, 240; Visitors, 356; T. M. A. and guests, 348.

The report was accepted with thanks.

The Report of the Resolutions Committee was called for.

Chairman McDuffie moved the adoption of the following resolution presented by Mr. J. A. Goode:

APPRECIATION TO THE FAIR TRADE COMMITTEE

WHEREAS, the Fair Trade Committee of the N. C. P. A. has functioned efficiently and in the interest of every retail druggist in the state, and although its activities have been cramped, due to the lack of funds, the net results have been most gratifying, therefore,

BE IT RESOLVED by the N. C. P. A. that it hereby approves the work of the Fair Trade Committee, expresses its appreciation of that work, and urges all members of this Association to support fair trade in this State, not only in spirit, but also financially, when called upon to contribute.

BE IT FURTHER RESOLVED that the grateful appreciation of this Association be extended to F. O. Bowman, who served as Secretary of the Fair Trade Committee without remuneration.

The resolution was duly adopted.

Chairman McDuffie moved the adoption of the following resolution:

NATIONALLY ADVERTISED BRANDS WEEK

WHEREAS, Nationally Advertised Brands Week has identified the retail drug store in the public mind as the logical place at which to purchase drugs, medicines, cosmetics, and related supplies; and

WHEREAS, Nationally Advertised Brands Week has amply demonstrated that it not only substantially increases drug store volume in these commodities, but brings additional business to other departments of the drug store as well; and

WHEREAS, Nationally Advertised Brands Week has aroused the retail druggists of the country to the advantages of adopting modern merchandising methods, therefore

BE IT RESOLVED by the North Carolina Pharmaceutical Association that it hereby endorses and approves Nationally Advertised Brands Week and urges all retail druggists in the State to co-operate actively in making the 1940 observance of Nationally Advertised Brands Week a success, so that they may receive the fullest benefits and profits from this national mass selling merchandising event.

The resolution was duly adopted.

Chairman McDuffie read the following resolution presented by W. J. Smith:

INDISCRIMINATE SALE AND DISTRIBUTION OF APPLIANCES

WHEREAS, the indiscriminate sale and distribution of appliances, drugs and medicinal preparations intended or having special utility for the prevention of venereal diseases constitute a menace to public health, and

WHEREAS, fourteen states have enacted legislation limiting the sale of the above mentioned appliances and preparations to pharmacists or to drug stores employing one or more registered pharmacists, and,

WHEREAS, the Supreme Court of the United States has upheld the validity of the above legislation, and

WHEREAS, the enactment of contraceptive legislation in North Carolina will aid and support the anti-venereal program now being carried on by the North Carolina Board of Health, therefore,

BE IT RESOLVED, that the members of the North Carolina Pharmaceutical Association go on record as favoring the enactment of legislation which will limit the sale of appliances, drugs and medicinal preparations intended or having special utility for the prevention of venereal diseases to retail drug stores operated by or employing one or more registered pharmacists.

The Chairman stated that his group felt that this resolution should be referred to the Legislative Committee and then made a motion to such effect. It was duly seconded by Mr. Suttlyemyre and passed.

Chairman McDuffie read the following resolution, presented by Mr. Chas. D. McFalls, a member of the graduating class at the State University:

TRIBUTE TO DEAN BEARD FROM THE STUDENT BRANCH

WHEREAS, Dean J. G. Beard has been active as the Secretary-Treasurer of the N. C. P. A. for the past twenty-seven years, and has been a familiar figure at the sessions and social functions of the Student Branch of this Association, and,

WHEREAS, the success and progress of the Students' organization has been due largely to his assistance, and,

WHEREAS, his absence is greatly felt by the members of this Branch that are present in Charlotte, therefore,

BE IT RESOLVED, that the N. C. P. A. express the feelings of its student members—feelings of regret, due to the absence of one who cannot be replaced, and,

BE IT FURTHER RESOLVED, that this resolution be spread upon the minutes, and that a copy be forwarded to Mr. Beard.

The Chairman said that he felt that the entire audience could imagine the thrill that this resolution from the University students would give to Mr. Beard and moved its adoption.

The motion was seconded by Mr. Welfare and carried.

Chairman McDuffie moved the adoption of the following resolution presented by Messrs. W. J. Smith-McAllister:

TRIBUTE TO SECRETARY-TREASURER BEARD

WHEREAS, for the past twenty-seven years it has been the good fortune of the North Carolina Pharmaceutical Association to enjoy the benefits of the efficient service of Mr. J. G. Beard as Secretary-Treasurer, and,

WHEREAS, the growth and success of this Association has been due in a large measure to his untiring efforts, and,

WHEREAS, his absence is keenly felt by the members of the Association, therefore,

BE IT RESOLVED, that the Association express its regrets over the absence of one who has

served this Association so long and faithfully, and,

BE IT FURTHER RESOLVED, that this resolution be spread upon the minutes of this meeting and a copy forwarded to Mr. Beard.

The motion was seconded by Mr. E. Haupt and carried.

Chairman McDuffie read the following resolution presented by Mr. Paul Thompson:

DURATION OF ANNUAL CONVENTIONS

WHEREAS, a three-day convention necessitates a druggist's being away from his business for too long a period of time, and

WHEREAS, it is believed that all convention business can be taken care of in two days, therefore

BE IT RESOLVED, that we return to the old plan of beginning the meetings with an evening session, and concluding the convention two days later.

The Chairman stated that the Resolutions Committee felt that this was a matter that should be referred to the Executive Committee, and, therefore, exercised the privilege of passing the suggestion on to that group.

Chairman McDuffie read the following resolution presented by Messrs. W. J. Smith-W. L. Moose.

DISPLAY OF THE U. N. C. STUDENT BRANCH

WHEREAS, The Student Branch of the N. C. P. A. are to be congratulated on the display which they have prepared and installed in the convention hotel on the subject of "Prescription Writing," and,

WHEREAS, considerable interest has been shown in this exhibit as evidenced by the signatures on the register provided with the display, and,

WHEREAS, such exhibits tend to promote the profession of pharmacy.

THEREFORE, BE IT RESOLVED, that this Association extend thanks to the members of the Student Branch of the Association for their efforts;

BE IT FURTHER RESOLVED, that the President of this Association appoint a committee to investigate the practicability of making the material generally available to the pharmacists of this State and that said committee be instructed to devise a method for the compiling and distribution and report its findings to the Executive Committee without delay.

Chairman McDuffie said that his Committee approved the resolution and moved its adoption with the understanding that it be referred to the Executive Committee in accordance with the suggestions contained therein.

Mr. Welfare seconded the motion and the resolution was adopted.

Chairman McDuffie stated that his Committee heartily endorsed the following resolution, presented by Mr. Sam Welfare, and moved its adoption:

APPRECIATION TO CONVENTION HOSTS

I hereby move that a rising vote of thanks be extended to the druggists of Charlotte, to the City of Charlotte, and to all individuals and organizations who have co-operated in making the 1940 convention of the North Carolina Pharmaceutical Association one of the most successful and delightful in the history of our organization.

The resolution was adopted amid much applause.

Chairman McDuffie stated that a resolution had been handed to his Committee calling upon the druggists to co-operate with the physicians and the public health officers in the common fight against venereal disease. The Resolution Committee did not act upon this resolution as the convention had previously gone on record as pledging its support to this movement.

Upon motion of Chairman McDuffie, seconded by Mr. Haupt, the report of the Resolutions Committee was adopted as a whole.

The report of the Committee on the President's Address was called for. This will be found on page 132.

At this point the report of the Nominating Committee was presented. The following names were submitted as nominees for office for the year 1941-1942, to be elected by mail ballot:

For President:

Wade A. Gilliam, Winston-Salem.
Ralph P. Rogers, Durham.

For First Vice-President:

Paul B. Bissette, Wilson.
John C. Brantley, Jr., Raleigh.

For Second Vice-President:

W. M. Salley, Asheville.
Earl H. Tate, Lenoir.

For Third Vice-President:

T. G. Crutchfield, Greensboro.

Jas. I. White, Burlington.

For Member of the Executive Committee for a Three-Year Term:

Joe Hollingsworth, Mount Airy.

R. P. Lyon, Charlotte.

Upon the motion of Messrs. Rimmer-Haupt, the report of the Nominating Committee was accepted.

The election of a member of the Board of Pharmacy was the next order of business.

Messrs. Melvin-E. Haupt placed in nomination Mr. C. R. Whitehead, and Mr. M. B. Melvin was named for the office by Messrs. W. L. Moose-McAllister. A ballot was taken and Mr. Melvin was elected.

Mr. R. P. Lyon suggested that each year the Local Secretary shall be instructed to keep a portfolio of convention matters which he will turn over to the succeeding official in charge of local arrangements.

Upon the motion of Messrs. Rogers-Copeland, Mr. Lyon's suggestion was adopted.

At this point Mr. Lyon presented to the audience Mr. T. C. Yearwood.

Mr. Yearwood declared that there was an imperative need for registered druggists in several Charlotte drug stores, and he felt that similar conditions prevailed elsewhere. "What are we going to do to overcome this situation? Such a state of affairs is absolutely our fault." The speaker then recalled his boyhood days in the drug store when he had worked hard from early morning until late at night with a small salary in a determination to prepare himself for his chosen profession. He told too of how his employer had paid part of his college expenses. Continuing he said: "We in the Charlotte Drug Club will in the next year contact suitable boys of high-school age and get them jobs in drug stores. We will follow the careers of these boys closely and will aid them financially in going through college. That is one way that our organization can bring new blood into the profession and aid in the development of a larger number of, as well as better pharmacists. I would like to see the other drug clubs cooperate with each other in trying to get such young men interested in pharmacy and to train them to make better pharmacists so that they will be a credit both to themselves and to their profession.

President Gattis expressed appreciation to Acting Secretary Rose and Miss Noble for their services.

At this point the following officers were installed to serve for the year 1940-1941:

President: Joe Hollingsworth, Mount Airy.

First Vice-President: Ralph P. Rogers, Durham.

Second Vice-President: Paul B. Bissette, Wilson.

Third Vice-President: W. M. Salley, Asheville.

Member of the Executive Committee for a Three-Year Term: Phil D. Gattis, Raleigh.

As each new officer was presented he pledged his best efforts to the Association in carrying out the responsibilities of his office.

There being no further business the convention adjourned *sine die.*

(Signed) I. W. ROSE,
Acting Secretary-Treasurer.

ENTERTAINMENT FEATURES

The entertainment features of the Charlotte convention were unusually enjoyable. Local Secretary R. P. Lyon and his committees had spared no efforts to make their guests enjoy their stay in the Queen City. The ladies were entertained the first morning with a lovely Patriotic Luncheon at the Hotel Charlotte—in keeping with the 20th of May celebration. This was followed by a motor-trip to the estates of Mr. and Mrs. Cameron Morrison and Mr. M. L. Cannon. The second day they were guests of Southern Dairies at a luncheon at the Myers Park Club, and in the afternoon Mrs. S. A. Van Every gave a tea at her home in honor of the ladies. The third day of the convention they enjoyed a bridge luncheon at the Charlotte Woman's Club tendered through the courtesy of the Pet Dairy Products Co. In the afternoon there was a garden party at the Charlotte Country Club. The entertainment provided the three evenings of the convention was enjoyed by all convention attendants. Tuesday evening there was the President's Ball at the Hotel Charlotte, given through the courtesy of "The House

f Lance.'' Wednesday evening Burwell nd Dunn and the Scott Drug Co. were hosts t a dance at the Charlotte Country Club. receding the ball there was a thirty-minute adio broadcast featuring Dean Hudson and his orchestra. The final convention event came on Thursday evening when the T. M. A. honored the N. C. P. A. and the Women's Auxiliary with a banquet, floor show and ball at the Armory Auditorium.

THE CONSTITUTION AND BY-LAWS

CONSTITUTION

ARTICLE I—NAME

This Association shall be called the North arolina Pharmaceutical Association.

ARTICLE II—OBJECT

The aim of this Association shall be to nite the reputable pharmacists and drugsts of this State for mutual assistance, ncouragement, and improvement, and to lvance the science and art of pharmacy, nd thereby restrict the dispensing and le of medicine to properly qualified pharacists and druggists.

ARTICLE III—MEMBERSHIP

This Association shall consist of active, sociate, life and honorary members.

ARTICLE IV—OFFICERS

The Association shall have the following ficers: A President; three Vice-Presidents; Secretary-Treasurer; an Assistant Secrery-Treasurer; a Local Secretary; and an xecutive Committee of seven members, all whom shall hold office until their succssors are elected and have qualified. The resident, three Vice-Presidents, and one ember of the Executive Committee shall nually be elected by ballot. The Secrery-Treasurer, the Assistant Secretary-reasurer and the Local Secretary shall be ected annually by the Executive Committe. The President, two ranking Vice-Presints, and the Secretary-Treasurer shall be *-officio* members of the Executive Comttee.

(Amended 1930.)

ARTICLE V—AMENDING CONSTITUTION

Every proposition to alter or amend this nstitution shall be submitted in writing d received at an annual meeting, and may voted on at the next annual meeting, when, upon receiving a vote of three-fourths of the members present, it shall become a part of the Constitution.

The By-Laws may be altered or amended by a submission of the proposed change at one session and a favorable vote of three-fourths of the members present at a succeeding session of the same regular meeting.

(Amended 1935.)

BY-LAWS

ARTICLE I—ELECTION OF OFFICERS

Section 1. A Nominating Committee of seven members shall be annually chosen by the President charged with the duty at each annual convention of selecting candidates for the offices of President, three Vice-Presidents, and one member of the Executive Committee.

(Amended 1930.)

Sec. 2. The Nominating Committee shall submit at the last session of each annual convention the names of two or more persons as candidates for each of the offices of President; First Vice-President; Second Vice-President; Third Vice-President; and one member of the Executive Committee. Additional nominations may be made from the floor. These names are to be submitted by the Secretary-Treasurer by mail to every member of the Association within one month after he receives them, together with the request that the members indicate their preference on a ballot enclosed for that purpose, and return the same by mail within one month.

(Amended 1938.)

Sec. 3. The ballots received as indicated in the preceding article are to be received and sent by the President to a Board of Tellers, composed of three members to be appointed by the President. This Board shall count as votes in the annual election

only those ballots received from members whose dues have been paid for the current year, and who in turn shall certify to the Secretary-Treasurer the result of the election, after which the latter shall be published.

(Amended 1938.)

Sec. 4. The officers thus elected by a plurality of the votes cast shall be installed at the final session of the next annual meeting.

(Added 1927.)

Sec. 5. The North Carolina Pharmaceutical Association shall elect at each annual meeting from among the most skillful pharmacists in North Carolina, for a term of five years, one pharmacist to the State Board of Pharmacy. The same must have been registered as a pharmacist in North Carolina at least five years previous to his election; he must be actually engaged in pharmacy; and shall not succeed himself; Provided that this does not prohibit the re-election of any member of the present board for one additional year.

(Added 1940.)

ARTICLE II—DUTIES OF OFFICERS

Section 1. The President shall preside at all meetings, and administer the rules of order usual in deliberative assemblies. He shall nominate all special committees, except a majority of the members present resort to balloting or other means. He shall sign the certificates of membership and countersign all orders upon the Secretary-Treasurer. He shall present at each annual meeting a report of the operations of the Association during the year and suggest such subjects for its benefit as he may deem worthy of notice.

Sec. 2. The Vice-Presidents shall in case of temporary absence or inability of the President to serve, perform his duties in the order of their rank. In case of the death, resignation, removal from the State, or disability of any officer or member of the Executive Committee, the Executive Committee shall be empowered to fill the vacancy and the person so elected shall serve until his successor has been regularly elected and qualified.

(Amended 1938.)

Sec. 3. The Secretary-Treasurer shall kee a fair and correct record of all the pr ceedings of the Association. He shall kee on file all papers and reports read. H shall be charged with all correspondenc and with the editing, publishing and di tributing of the Proceedings of the Associ tion, under the directions of the Executiv Committee. He shall notify all membe four weeks in advance of each annual mee ing, and at each annual meeting render report of the duties performed by him sinc the last annual meeting. He shall furnis the Chairman of every Special Committe with a list of its members. He shall be *e officio* a member of the Executive Con mittee.

Sec. 4. The Secretary-Treasurer shall co lect and have charge of all funds of th Association, except such funds as are ofi cially delegated to a standing committe He shall give bond in the sum of thre thousand dollars for the faithful perfor ance of his duties. The bond must be a ceptable to the Executive Committee an placed in the custody of the President, wh shall deliver it to his successor. A Certifie Public Accountant shall be engaged ann ally to audit the financial accounts of th Secretary-Treasurer. The Secretary-Trea urer shall hold and issue the certificates membership. He shall report to the Exec tive Committee, previous to each annu meeting, the names of those members wh have failed to pay their dues for two su cessive years. He shall keep a list of th names, residences, and dates of entrance each member, and furnish a list of the sam at the close of each annual meeting for pul lication. He shall preserve all applicatio for membership. He shall pay all bills whe countersigned by the President, and at eac annual meeting render an itemized stat ment of his account.

(Amended 1938.)

Sec. 5. The Local Secretary shall a under instructions from the Secretar Treasurer.

Sec. 6. The Assistant Secretary-Treasur shall aid the Secretary-Treasurer in th performance of his duties, and in the a sence of the latter shall serve in his stea

(Added 1924.)

Article III—Of Committees

Section 1. There shall be seven standing mmittees; an Executive Committee of ven members; a Committee on Trade terests, a Committee on Papers and ieries, and a Committee on Practical iarmacy and Dispensing, each to consist three members; a Resolutions Committee five members; a Legislative Committee seven members together with such nonting auxiliary members as the President ıy deem it wise to appoint; and a Fair ade Committee of seven members; all to elected or appointed annually, according the will of the Association.

(Amended 1938.)

Sec. 2. The Executive Committee is arged with the following duties: the elecon annually of a Secretary-Treasurer, an sistant Secretary-Treasurer, and a Local cretary; the annual revision of the roll members; the investigation of applicaons for membership; the publication and stribution to all members of the annual oceedings; the reporting at each annual eeting of members in arrears for two ars; the preparation of appropriate tices of deceased members; and it shall so have general charge of and final auority over all affairs of the Association ıich are not specifically provided for elseıere in the By-Laws, and report in writing nually its complete proceedings to the ssociation.

(Amended 1924, 1925.)

Members of the Executive Committee, her than members *ex-officio*, shall be ected to serve for a term of three years.

(Added 1930.)

Sec. 3. The Committee on Trade Interts shall consider all matters of a trade or mmercial nature referred to it, and renr a report thereon at such time as may directed. This committee may make anıal reports and suggest remedies of such ade or commercial irregularities as it may em worthy thereof.

Sec. 4. The Committee on Papers and ieries shall receive all papers or essays r the Association, and designate which of em shall be read at length and which by le. It shall, in connection with the Secrery-Treasurer, arrange the time which may be most appropriate and convenient for presenting them. This Committee annually shall report within three months after its election or appointment a proper number of questions of scientific and practical interest, the answer to which may advance the interest of pharmacy; and shall procure the acceptance of as many such questions for investigation and reply as may be practicable; and in other ways induce the presentation of papers and essays.

Sec. 5. The Committee on Practical Pharmacy and Dispensing shall present to each convention scientific papers for study. It shall also bring before the delegates the experiences of druggists with everyday problems in the laboratory, in prescription compounding, and in research work.

(Added 1924.)

Sec. 6. The Committee on Resolutions shall meet together before each convention and decide on matters upon which the organization should take a public stand. The members shall then present to the delegates in regular session a carefully thought out program which may be accepted, amended, or rejected as the collective judgment of the convention may decide.

The Committee shall receive all resolutions as may be referred to it for study at any annual meeting, and submit to the delegates in regular session of the same meeting its recommendations for adoption, rejection, or amendment of such resolutions.

(Added 1924.)

Sec. 7. It shall be the duty of the Legislative Committee to use its efforts in sponsoring the passage of such legislation as the Association in convention assembled may specifically recommend, and to oppose such legislation as the Association in convention assembled specifically resolves to oppose. If during the intervals between meetings of the Association, unanticipated legislative developments occur, the Legislative Committee shall ask for a called meeting of the Executive Committee in order that the latter committee may act officially for the Association in advising, approving, or opposing such measures or methods as the Legislative Committee may present. The Legislative Committee shall submit in writing annually an itemized financial report of receipts and expenditures together with

a summary of its proceedings to the Executive Committee. The latter Committee may use its discretion in withholding any information which it deems unwise or unnecessary to publish. With this qualification, the report shall be presented to the Association by the Chairman of the Legislative Committee or his appointed representative.

(Added 1938.)

Sec. 8. It shall be the duty of the Fair Trade Committee to formulate and execute such policies and practices pertaining to Fair Trade laws as its own judgment supported by a study of systems in other states may dictate as wise. The Committee shall meet not less than twice each year at the call of the Chairman. Before the Committee makes commitments of funds in excess of its present or immediately available assets, it shall first secure the consent of the Executive Committee. The Committee shall render a financial and general report annually to the Association. Between annual conventions it shall render *ad interim* reports to the Executive Committee if the latter Committee shall deem it necessary to be in possession of such reports.

(Added 1938.)

ARTICLE IV—OF MEMBERSHIP

Section 1. Every pharmacist and druggist residing in the State, of good moral standing, who is registered or is eligible to registration as a Registered Pharmacist under the Pharmacy Act of this State, of which satisfactory evidence shall be produced or shown to the Executive Committee, may become a member of this Association.

Any unregistered pharmacist, residing in the State, who possesses license as an Assistant Pharmacist, or who has had not less than three years experience in compounding drugs, or who has graduated from a reputable college of pharmacy, may, upon furnishing proof of his eligibility, become an associate member subject to the same fees and regulations that govern registered members. Associate members may not hold office, but may enjoy all other privileges of membership.

(Amended 1925.)

Any member of a Student Branch of the Association, upon furnishing proof of his eligibility, may become an associa member of the Association. Such a meml may not hold office or vote for officers b may enjoy all other privileges of memb ship.

(Added 1936.)

Sec. 2. Any person eligible to membersh may apply in writing, with the indorseme of two members in good standing, to a member of the Executive Committee, w shall report his application to said Co mittee; if, after investigating his clai they shall approve his election, they sh at the earliest time possible, report his na to the Association, and he may be elect by a two-thirds vote of the members pres on ballot.

Members may also be admitted at a time by making application to the Sec tary-Treasurer, with the endorsement two members in good standing and acco panied by the initiation fee and dues for year, said application to be approved the Secretary-Treasurer and the Chairm of the Executive Committee, when the me bership certificate will be issued.

(Amended 1915, 1924, 1940.)

Sec. 3. No person shall be considered member of this Association until he h signed the Constitution and By-Laws a paid into the treasury the sum of $1 as initiation fee, also, the annual contributi for the current year. All persons who l come members shall be considered perm nent members, but may be expelled for i proper conduct by a vote of three-fourt of the members present at any annual me ing.

Sec. 4. Every member shall pay in a vance into the hands of the Secretary-Tre urer the sum of ten dollars as his yea contribution, except that those not fin cially interested in a drug business sh pay four dollars, and except that membe of a Student Branch shall pay one dollar.

Any one in arrears at any annual me ing shall not be entitled to vote, and a one neglecting to pay his annual dues f two successive years shall be liable to lo his membership. Members complying wi the preceding section of this article a entitled to certificates of membersh signed by the President, a Vice-Preside and the Secretary-Treasurer. Ex-membe

no are so from omissions to pay their es, desiring to re-unite with the Associa- on, may do so by applying in writing to e Secretary-Treasurer and paying into the nds of the Association the sum of two ars' dues when they were members and e dues for the current year; whereupon eir names shall be placed upon the roll.

(Amended 1924, 1933, 1936.)

Sec. 5. Any member, not in arrears, mov- g to another State and once in two years porting to the Secretary-Treasurer his ad- ess, shall be regarded as a non-resident ember of this Association, and it is hereby ovided that such failure to report shall be fficient warrant for the Secretary-Treas- er to drop the name of such non-resident ember from the roll of membership. Non- sident members shall not be eligible to ld office nor be required to contribute to e funds of the Association, but they shall ve the privilege of attending the meetings d participating in the deliberations.

Sec. 6. A registration fee shall be paid each person participating in the affairs the annual convention. The amount of ch fee shall annually be fixed by the xecutive Committee.

(Added 1924.)

Sec. 7. Any regular member in good anding is eligible for a life membership d thereafter be exempt from all future nual dues. The cost of such a member- ip may be changed from time to time up- n recommendation of the Executive Com- ittee provided each such change recom- ended is approved by a three-fourths vote the members present at a regular meet- g, and provided further that the sum all never be less than fifty dollars. The esent fee shall be one hundred dollars.

(Amended 1920, 1936.)

ARTICLE V—OF MEETINGS

Section 1. The meetings shall be held an- ually, or from time to time, as the Asso- ation may determine, provided that in se of failure of this from any cause the ty of calling the Association together all devolve upon the President, or on the ice-Presidents, with the advice and con- sent of the Executive Committee. Special meetings may be held upon the written re- quest of fifteen members, who shall state the purpose thereof, and only such matters shall be considered at the meeting.

(Amended 1914.)

Sec. 2. At the opening of each annual meeting, in the absence of the President, or Vice-Presidents, one of the Executive Committee shall take the chair. In the absence of all, a President *pro tempore* shall be elected by the members present. In the absence of the Secretary-Treasurer, the Assistant Secretary-Treasurer shall act in his stead. In the absence of the latter the presiding officer shall appoint a Secretary *pro tempore*.

Sec. 3. Fifteen members constitute a quorum.

ARTICLE VI—OF BRANCHES

Section 1. There shall be a Students' Branch within the Association, the membership of which shall be composed of and limited to regularly enrolled students in the School of Pharmacy of the University of North Carolina. The Branch must organize itself, elect a president, a secretary, and a treasurer. These officers shall be responsible to the Secretary-Treasurer of the Association for funds collected as annual dues. It shall have a Constitution and set of By-laws that shall be approved by the Executive Committee of the Association. No action taken by such Branch shall bind the Association in any way save when a proposed action is submitted as a recommendation to the Executive Committee prior to the annual meeting. If the Executive Committee gives its approval the recommendation may be submitted first to the general membership at a regular meeting and then assigned to the Committee on Resolutions for study and report in the usual manner.

(Amended 1938.)

Sec. 2. When a member of the Students' Branch becomes licensed as a pharmacist or becomes eligible for license he may be admitted to regular membership, provided he pays the additional fees required of such a membership, and provided he submits satisfactory evidence in writing to the Executive

Committee of his eligibility for such a membership.

(Added 1936.)

ARTICLE VII—OF DELEGATES

Section 1. The President shall annually appoint five delegates to the American Pharmaceutical Association; five to the National Association of Retail Druggists; and three to the North Carolina State Medical Society. The delegates shall present their reports at the next annual meeting of the Association. Delegates shall be entitled to appoint alternates.

ARTICLE VIII—ORDER OF BUSINESS

1. Roll Call.
2. Reading of minutes.
3. Election of new members.
4. Presentation of new members prese
5. Presentation of visiting delegates, e
6. Reports of officers.
7. Reading of communications.
8. Reports of standing committees.
9. Miscellaneous business.
10. Unfinished business.
11. Election of officers.
12. Presentation of new officers.
13. Adjournment.

ROLL OF MEMBERS

An asterisk (*) before a member's name indicates attendance at the Charlotte conventio
A dagger (†) before a member's name denotes both life and charter membership.
Names of life members are printed in small capitals.
Names of charter members are prirted in italics.
The date following a member's name indicates years of affiliation.

A

Adair, Walter Holmes (1924)....1936 Roxboro
*Adams, Edward Clarence.....1910 Gastonia
*Adams, Wilbur Royster.....1933 Angier
*Ahrens, Adolph George.....1926 Wilmington
Airheart, Walter Thurston.....1936 Concord
Allen, Charles Henry.....1920 Winston-Salem
*Allen, H. H.....1917 Cherryville
*Andes, Garrette Earl.....1929 Wadesboro
*Andrews, Charles McDonald.....1907 Burlington
Andrews, Wesley Thompson.....1922 Goldsboro
Arnold, Brodie Duke.....1934 Cary
Austin, Beverly Newton.....1928 Shelby

B

*Bailey, Lee A.....1938 Charlotte
*Bain, Jones Douglas (1925).....1940 Clayton
Baker, Walter Presley.....1922 Raeford
*Ballew, James Gordon.....1917 Lenoir
Barber, Ernestine Ray.....1939 Williamston
*Barbour, Joseph Parker.....1928 Burlington
*Barefoot, Lexie Glenn.....1934 Canton
Barnhardt, Manlus Ray.....1929 Rockwell
Barrett, Raymond Ellis.....1919 Burlington
Basart, Jasper Martin.....1939 Greenville
Baucom, Alfred Vernon.....1906 Apex
BEARD, J. G. (1923).....1908 Chapel Hill
*Beddingfield, Chas. Herman.....1919 Clayton
Beddingfield, Edgar T.....1917 Clayton
Bell, Frank Roland.....1924 Beaufort
Bender, Walter Meares K.....1928 Fayetteville
BENNETT, KELLY EDMUND (1937).....1912 Bryson City
Benson, Ernest Stuart.....1936 Wilmington
BERNARD, GERMAIN (1933).....1904 Durham
BEST, JOHN HARPER (1936).....1923 Greensboro
Bilbro, Quinton Trotman.....1924 West Asheville
Bingham, William Hunter.....1927 Concord
Birmingham, John S. (1913).....1933 Hamlet
*Bissette, Paul Branch.....1924 Wilson
*Black, Bonner Brevard (1921)..1940 Kannapolis
Black, Oliver Randolph.....1927 Bessemer City
*BLAIR, ROCHELLE KENT (1933).1919 Charlotte
*Blanton, Charles Donald.....1928 Kings Mountain
Blauvelt, Wm. H.....1938 Asheville
Blue, Daniel Adolph.....1926 Carthage
*Bobbitt, Hilliard Fletcher.....1939 Glen Alpin
Bobbitt, Louis Myron (1917).....1940 Winston-Sa
*Boone, D. Leonard.....1905 Durham
*Boyd, Shelton Bickett.....1940 High Point
Boysworth, Ernest Gaston (1928).....1939 Warsaw
*Bradford, Chas. Harry.....1939 Greensboro
*Bradshaw, Edward Luther.....1927 Kinston
Brame, Maurice Milam, Jr.....1936 Durham
*Brame, Philip Augustus.....1937 N. Wilkesb
Brame, Robert Marvin.....1901 N. Wilkesb
Brame, Wm. Anderson.....1913 Rocky Mou
Brantley, John C.....1917 Raleigh
*Brantley, John Calvin, Jr.....1930 Raleigh
Brewer, Stroud Otis.....1915 West Durh
Bristow, Ellie Burton (1924).....1936 Rockingha
Brodie, Thomas Lewis.....1930 Sanford
*Brooks, Frank Gibbons.....1921 Siler City
Brookshire, Guy Elliott.....1919 West Ashev
Brookshire, Lloyd Plemmons.....1924 Asheville
*Brown, Bonnie Curlee.....1931 Greensboro
Brown, Ernest Eugene.....1939 Greenville
Brown, Hershel Gordon.....1938 Hillsboro
Brown, James Dulon (1916).....1934 Garner
Browning, Alton Cain.....1928 Greensboro
Browning, David Benjamin.....1929 Rocky Mou
*Bruce, Thomas Milton.....1940 Hot Spring
Buchanan, Elmer William.....1935 Greensboro
Buchanan, Ernest Chadwell.....1939 Kinston
Buchanan, Robt. Augustus.....1935 Greensboro
Buffaloe, John Mack.....1933 Raleigh
Bühmann, Walter L. (1908) (1924).....1935 Asheville
Bullock, Blanche Jarvis.....1939 Reidsville
Bunch, Luther Elmo.....1934 Wilmington
Bunn, Richard Speight.....1936 Rocky Mou
*Burgiss, Thos. Roy (1926).....1940 Sparta
Burlage, Henry Matthew.....1934 Chapel Hill
Burnett, John Paul (1918).....1930 Whitakers
*Burris, Loy Ray.....1937 Cleveland
Burrus, Samuel Brainard (1924).....1934 Canton
Burt, Milton Stanley.....1930 Durham
Burwell, W. A.....1919 Raleigh
*Bush, Jean.....1939 Raleigh
Bush, June.....1939 Raleigh
Bynum, Carney Washington.....1928 New Bern

C

le, Maurice LeRoy....1939 Hendersonville
le, Carlus Vann....1927 Greensboro
n, Charles Macbeth....1931 Henrietta
lwell, Palmer....1937 Wilmington
ieron, Joseph Harold....1939 Ocean City, N. J.
npbell, Francis Earle (1925)..1940 Hamlet
npbell, Howard Turner (1925)....1933 Maiden
npbell, Rowe B....1918 Taylorsville
aday, Ralph Clarence....1913 Four Oaks
ps, Earl Uel....1939 Nashville
roll, Wm. Wright....1934 Dunn
swell, Ransom Fred (1920)..1939 Winston-Salem
TER, SAMUEL (1918)....1915 Salisbury
sey, John Henry....1940 Winston-Salem
il, Aros Coke....1919 High Point
mpion, Herbert Otis....1926 Waynesville
ndler, Emmett Owen....1930 Leaksville
ndler, Herbert C. (1927)....1937 Charlotte
il, John Keough....1928 Charlotte
pp, Ernest Bernard....1936 Newton
rk, Claude Baxter....1924 Williamston
rk, Claude Baxter, Jr....1935 Williamston
ne, Clement Eugene....1924 Asheville
ne, Frederick Herman....1920 Charlotte
dfelter, Clarence Lee....1940 Durham
BB, CLARENCE HARPER (1936)....1933 Durham
le, James Clifford....1932 Greensboro
hrane, Arthur Linwood....1937 Jackson
e, Thos. Reid....1925 Pinehurst
ina, Gilberto....1940 Winston-Salem
npton, James Wesley....1917 Salisbury
nell, Jas. Beardsley....1930 Henderson
ke, Henry Maddrey....1937 Winston-Salem
ley, Frank R....1940 Raleigh
PELAND, ROBT. R. (1925)....1917 Ahoskie
ppedge, J. Benj. (1913)....1922 Raleigh
ppedge, James William....1915 Raleigh
rnwell, Amos Halsted....1937 Lincolnton
rnwell, George Thomas....1936 Morganton
stner, Beverly Pulaski....1910 Lincolnton
uncil, Commodore Thos....1915 Durham
x, Carolyn Clarice....1934 Greensboro
abtree, G....1915 Raleigh
ABTREE, W. A. (1917)....1915 Sanford
aig, Lyle Benjamin....1940 Vass
awford, Edgar P....1919 Marion
awford, Harvey Dinsmore....1939 Black Mountain
eech, James Leonard....1939 Smithfield
eech, Leonard Ralph....1934 Oxford
eech, Wm. H....1933 Selma
issman, Uba Frank....1935 Lexington
owell, Charles Milton....1938 Charlotte
utchfield, Thomas Garrett (1920)....1933 Greensboro
ilbreth, Graham McKenzie....1938 Hamlet
irry, Clayton Smith....1934 Memphis, Tenn.
irtis, Jas. Richard....1929 Bessemer City
irtis, Rufus Harrison (1924)..1934 Rowland

D

ailey, R. I....1919 Reidsville
aniel, Addison Garland....1939 Norfolk, Va.
aniel Elbert C....1916 Zebulon
arden, Robert Jackson....1940 Mount Olive
avis, Clifford Vernon (1921)...1938 Mount Airy
AVIS, DAVID RAMSEY (1936)...1926 Williamston
avis, Marvin Lee....1935 Kinston
awson, Milton Piere (1920)....1937 Rocky Mount
ay, Lewie Griffith....1930 Spruce Pine
ayvault, Frank Wilson....1929 Lenoir
eal, Harland Murlee....1926 Lenoir
ees, Robt. Edw. Lee....1920 Wallace
ever, James Henry....1927 Greensboro
ill, Geo. W., Jr....1927 Morehead City
odd, C. N....1936 Raleigh
osher, George Rufus....1936 Southport
owdy, David Astor....1918 High Point
RIGGERS, EARLE (1936)....1925 Winston-Salem
uffy, H. Bryan....1936 New Bern
unn, Robert A....1904 Charlotte
urham, Carl Thomas....1918 Chapel Hill

E

adie, Edward Blease....1939 Charlotte
dmonds, M. M....1940 Charlotte

*Edwards, Charles Ruffin....1935 Kannapolis
*Edwards, Otho Crowell....1922 Raleigh
*Edwards, Snowdie McG....1919 Ayden
*Edwards, Thos. Northey....1919 Charlotte
ELDRIDGE, JULIUS (1940)....1922 Winston-Salem
*Elliott, Augustus Green....1915 Fuquay Springs
Elson, John Ross....1932 Enka
Elson, John Richard, Jr....1939 Enka
*Etheride, Samuel Bushell....1917 Washington
Etheridge, Sidney Gladstone....1913 Elizabeth City
Etheridge, Thomas Jarvis....1920 Bailey
*Eubanks, Clyde L....1915 Chapel Hill
Eubanks, James Norwood....1917 Greensboro
Evans, Jas. Edward....1935 Marion
Evans, Wm. Bryant....1924 Enka

F

Farrington, John Vanstory....1926 Hickory
Feagin, E. L....1928 Hendersonville
Ferguson, John Stratford....1929 Raleigh
FERRELL, WESSIE CONWAY (1933)....1920 Nashville
Fetzer, Frank Goodson....1922 Wadesboro
Fixel, Luis....1939 Greensboro
*Fordham, Christopher C., Jr....1925 Greensboro
*Forrest, Bedford Broiser....1934 Hillsboro
Foster, Dan Wm....1927 West Asheville
Foster, J. Coke....1938 Tryon
*Fox, Charles Michael....1909 Asheboro
*Fox, Howard Spencer....1937 Southern Pines
Fox, Jas. Hamilton....1939 Asheboro
Fox, Ludolph Glenn (1921)....1936 Rockingham
Franklin, Kenneth Vaden....1928 Raleigh
Franklin, Oren Edgar (1904)....1940 Boone
Frieze, William Scott....1919 Concord
FULGHUM, RAIFORD THOMAS (1913) (1937)....1933 Kenly
Futrelle, William Leon....1916 Wilmington

G

*Gaddy, Henry Moody (1917)....1940 Charlotte
Galloway, Adrian Eure....1938 High Point
*Gamble, John Paul....1921 Monroe
*Gardner, Mattie Smith....1926 Charlotte
Garren, Falton Oats....1933 Burlington
*GATTIS, PHILLIP D. (1929)....1922 Raleigh
*Gibson, Allison McLaurin....1925 Gibson
*Gilliam, Wade Axom....1925 Winston-Salem
Gilliken, Claude Elton....1935 Kenly
*Glass, Patrick Gray....1926 Kannapolis
Glass, William Thomas, Jr....1939 Wilmington
*Glenn, Arthur Leon....1925 Derita
Glenn, Eric Faulkner....1932 New Bern
Glenn, Jamerson Samuel....1925 Mount Olive
Glenn, Roland A....1936 Elkin
GODWIN, C. F. (1934)....1933 Pine Level
*GOODE, J. A. (1919)....1911 Asheville
Goodwin, Malcolm Noyes....1940 Raleigh
Gorham, Richard Speight....1919 Rocky Mount
Graham, John Calhoun....1917 Red Springs
GRANTHAM, G. K. (1918)....1895 Dunn
Grantham, Hiram....1904 Red Springs
Grantham, Leland Burt (1929)..1934 Liberty
Grantham, Lewis Irvin....1916 St. Pauls
Grantham, Reid Bridgers....1937 Red Springs
Green, Charles Frederick (1915)1939 Wilmington
*Greene, Herbert Cooper....1920 Charlotte
GREYER, CHARLES PEYTON (1917)....1909 Morganton
Greyer, Mary Alice Bennett....1937 Burnsville
*Griffin, Octavus....1925 Roanoke Rapids
Griffin, William Russell....1926 Old Fort
Griffith, W. (1914) (1923)....1932 Hendersonville
Guion, Clayton Lloyd....1921 Aberdeen
Guion, Clyde Doyle....1919 Cornelius
Guion, Howell Newton....1921 Marshville
*Guiton, John Albert....1921 Whiteville
Gurley, William Burden....1917 Windsor
GUTHRIE, CLARENCE H....1936 Beaufort

H

Hales, Ralph A., Jr....1925 Spring Hope
Hall, James Malcolm....1922 Wilmington
Hall, James Malcolm, Jr. (1928)1937 Wilmington
Hall, Sam Cannady (1924)....1931 Oxford
Hall, Stacey Buckner....1926 Mocksville

*Ham, Frank Benton ... 1937 Charlotte
Ham, Thos. J., Jr. ... 1926 Yanceyville
Hamlet, Reginald ... 1940 Raleigh
Hammond, Harry Allan ... 1939 High Point
*†*Hancock, Franklin Wills* ... 1880 Oxford
Hand, Jasper Kennedy ... 1922 N. Charlotte
Hardee, Aldridge Kirk ... 1924 Graham
Hardee, Aldridge Kirk, Jr. ... 1940 Wilmington
Harden, Wilkins ... 1937 Raleigh
Hardwicke, St. John Hart ... 1924 Wake Forest
*Harper, C. P. ... 1904 Selma
Harper, Wm. Lacy ... 1926 Hendersonville
Harris, Joseph Claxton (1924) ... 1932 Durham
Harris, Wm. B. ... 1932 High Point
Harrison, Thomas N., Jr. ... 1937 Roanoke Rapids
Hart, Geo. Washington ... 1937 Winston-Salem
Hart, John Albert ... 1927 High Point
Hart, L. W. ... 1921 China Grove
*Hart, Robert Lee ... 1920 Southern Pines
*Hartis, Gilbert Clyde ... 1935 Winston-Salem
*Harville, Reese Courts (1917) ... 1937 Kings Mountain
*Haupt, Edward ... 1925 Newton
Hayes, William Anderson ... 1940 Durham
Haywood, C. L. ... 1910 Durham
HEDGEPETH, R. A. (1931) ... 1924 Lumberton
Herring, Needham Bridgeman ... 1917 Wilson
Herring, Robert Roscoe ... 1917 Oxford
Hicks, Allen Milton ... 1934 Charlotte
Hilton, Charles McLane ... 1908 Greensboro
*Hocutt, Delma Desmond ... 1920 Henderson
Hoffman, Jos. Filson (1920) ... 1939 High Point
*Hogan, Alexander Lacy ... 1924 Kinston
Hoggard, Charles Ray ... 1936 Norfolk, Va.
*Holden, Altajane ... 1940 Clinton
Holding, Thos. Elford, Jr. ... 1936 Wake Forest
Holland, Henry Odessa ... 1915 Apex
*Holland, Willis Froneberger ... 1924 Mount Holly
*Hollingsworth, Joe ... 1919 Mount Airy
Hollowell, Wm. Clyde ... 1935 Greenville
Holroyd, Robt. McTerrin ... 1928 Whiteville
*Holt, Fred Anderson ... 1936 Brevard
*Honeycutt, Geo. Wm. ... 1940 Raleigh
*Hood, John C. ... 1919 Kinston
Hood, Paul C. (1913) ... 1937 Dunn
Hood, Richard Thornton ... 1920 Kinston
Hood, Thomas Ruffin ... 1925 Dunn
Horne, S. Ruffin ... 1920 Fayetteville
HORNE, W. W. (1917) ... 1900 Fayetteville
Horsley, Howard Tate ... 1936 Belmont
Horton, John Palmer (1935) ... 1933 N. Wilkesboro
HOUSE, JOSEPH (1935) ... 1924 Beaufort
*Houser, Wm. Henry ... 1935 Cherryville
Hoyle, Marion H. ... 1919 Cooleemee
*Hunter, J. Boyce (1921) ... 1940 Charlotte
Huss, Kelly William ... 1935 Winston-Salem
Hutchins, James Alexander ... 1910 Winston-Salem

I

Ingram, Lawrence M. (1920) ... 1933 High Point

J

*Jackson, Jasper Carlton ... 1927 Lumberton
Jackson, Leonidas ... 1924 Erwin
*Jacobs, Marion Lee ... 1927 Chapel Hill
JAMES, ALBERT ALLISON ... 1916 Winston-Salem
*James, Charles Jordan ... 1930 Hillsboro
*Jarrett, Lloyd Montaville ... 1922 Biltmore
Jenkins, Sam ... 1929 Walstonburg
Johnson, Graham Page (1924) ... 1933 Jacksonville
JOHNSON, JAS. EDWIN ... 1928 Lumberton
Johnson, Roy Josiah ... 1924 Asheville
Johnson, William Lewis (1924) ... 1939 Raleigh
Johnson, Wm. Luther (1924) ... 1935 Baltimore, Md.
Johnson, Woodrow Wilson ... 1935 Fuquay Springs
Joiner, Arthur Eugene ... 1937 High Point
Jones, Alpheus ... 1915 Warrenton
Jones, Dolan ... 1927 Monroe
Jones, John Lee ... 1924 Canton
*Jones, Joseph Hunter ... 1919 Haw River
Jones, M. L. ... 1937 Asheville

K

*Keenum, Ralph Francis ... 1935 Sylva
Kelly, George Carl ... 1928 Lillington
Kerner, Lewis Clarence ... 1905 Henderson
Kerr, Jas. ... 1930 Liberty
Kibler, Ralph Emory ... 1922 Morganton
*King, J. R. ... 1915 East Durham
*Kirby, Guy Smith, Jr. ... 1920 Marion
Koonts, Archie Alva ... 1931 High Point
Kritzer, Everett Loftus ... 1932 Albemarle
*Kunkle, Austin Boyd ... 1925 Conover

L

Lamm, Lewis Marion (1924) ... 1939 Mount Airy
LANGDON, RALPH EDWARD (1936) ... 1924 Maxton
*LANGDON, ROSCOE ... 1936 Columbia, S.
*Lasley, Chas. Glenn ... 1939 Statesville
Lasley, Matthew Ivey ... 1924 Winston-Salem
Lazarus, Jos. ... 1925 Sanford
*Lea, Lumartin John ... 1927 Laurinburg
Lea, Verne Duncan ... 1920 Durham
LEE, PARMILLUS A. (1918) ... 1906 Dunn
*Lewis, William Clyon ... 1937 Charlotte
Lewis, Wilson E. ... 1919 Mount Olive
Libbus, Thomas Anthony ... 1936 New Bern
*Link, Francis Philip ... 1939 Reidsville
Linn, Tom Latan ... 1939 Landis
*LISK, DANIEL CLYDE (1929) ... 1920 Charlotte
Lord, Charles A. ... 1916 Asheville
*Lovett, Herbert Edward ... 1938 Liberty
*Lutz, Horace Cleveland ... 1909 Hickory
Lynch, Norman Walker ... 1920 McColl, S. C.
Lyon, F. F. ... 1916 Oxford
*Lyon, Robert P. ... 1919 Charlotte

M

*McAllister, Harmon Carlyle ... 1936 Chapel Hill
*McBryde, Richard Vincent ... 1933 Fayetteville
McCarn, Rebekah Moose ... 1940 Kannapolis
McCollum, Numa Hill ... 1934 Leaksville
McCrimmon, Daniel David ... 1928 Hemp
McDonald, Angus Henry ... 1927 West Durham
McDonald, William Russell, Jr. ... 1921 Hickory
McDowell, Norfleet Owen (1921) ... 1933 Scotland Neck
*McDuffie, Roger Atkinson ... 1915 Greensboro
McFalls, Oliver Wendell ... 1940 Pomona
McKay, Daniel McNeill ... 1917 Durham
*McLean, George Woodrow ... 1937 Dunn
McManus, Matthew T. Yates ... 1933 Winston-Salem
McMillan, Cecil Claude ... 1936 Asheville
McMullan, Francis Hunter ... 1918 Asheville
McNair, Robert Terry (1933) ... 1940 Rockingham
McNeill, Arthur Dennis ... 1935 Norwood
McNeill, George K. ... 1906 Rowland
McNeill, George Raymond (1907) ... 1933 Whiteville
McNeill, John Albert ... 1940 Whiteville
*McNeill, Lenwood Johnson ... 1936 Gastonia
Macon, Arthur Boise ... 1936 Mount Airy
*Malone, Charles Everette ... 1917 Salisbury
Maness, Riley Colon ... 1935 Greensboro
Martin, Alfred Newman ... 1922 Roanoke Rapids
Martin, Sydnor L., Jr. ... 1924 Leaksville
*Mathews, Chas. E., Jr. ... 1919 Roanoke Rapids
*Matthews, George Washington ... 1922 Asheville
Matthews, John Ivey ... 1938 Wallace
*Matthews, Walter Forest, Jr. ... 1937 Columbia, S. C.
Mauney, Walter McCoombs ... 1928 Murphy
Medford, DeVere Keith ... 1928 Clyde
*Melvin, Marion Butler ... 1924 Raleigh
Melvin, Perry Jenkins ... 1920 Roseboro
Merrill, Earle Edwin ... 1935 Southern Pines
Merriman, William Doctor (1929) ... 1938 Charlotte
Miles, Morton Clifton ... 1917 Henderson
Miller, Archie James ... 1935 Asheville
Miller, Clarence Mason (1918) ... 1932 Rose Hill
Miller, R. E. ... 1935 Whiteville
Millis, Archie Edward ... 1939 Durham
*Mills, John Craton ... 1919 Cliffside
Mills, Joseph Arthur (1922) ... 1932 Tabor
MISSILDINE, E. E. (1917) ... 1902 Tryon
Mitchell, Clarence Eugene ... 1934 Highlands
Mitchell, Crudup P. (1917) ... 1922 Burlington
Mitchell, Franklin Troy ... 1924 Fairmont
*Mitchell, John D. ... 1936 Kannapolis
Mitchener, John A. ... 1922 Edenton
Mitchener, John Agrippa, Jr. ... 1938 Edenton
Mitchener, Nancy Pike ... 1937 Edenton

Montague, Geo. W. ..... 1919 Durham
Mooneyham, Alvis Omega (1925) ..... 1935 Asheville
Mooneyham, Oscar J. ..... 1927 Henrietta
Moore, Andrew Leonard ..... 1935 Asheville
Moore, Bernice Culbreth ..... 1931 Rocky Mount
Moore, Harold Porter ..... 1927 Spartanburg, S. C.
Moore, Thomas John ..... 1927 Wilson
Moose, George Kelly ..... 1925 Boone
Moose, Hoy Archibald ..... 1927 Mount Pleasant
Moose, Walter Lee ..... 1924 Hendersonville
Morrison, Matthew Stuart ..... 1906 Wilson
Moss, Fred Morris ..... 1935 Cramerton
Mullen, Lester Boyd ..... 1922 Asheville
Munday, James Coleman (1921) ..... 1931 Thomasville
Murr, George Frank ..... 1937 Southern Pines
Murrell, Harry Thomas ..... 1937 Southern Pines

N

Nance, John Sanford ..... 1938 Charlotte
Neil, Joseph Walton ..... 1935 Asheville
Newsome, Henry C. (1921) ..... 1939 Winston-Salem
Nicholson, A. T. ..... 1915 Tarboro
Nicholson, Elliott Nolley ..... 1935 Murfreesboro
Nicholson, Michael Albright ..... 1918 Troy
Noell, Rowland James ..... 1938 Charlotte
Nowell, Edwin (1919) ..... 1936 Asheville
Nowell, Wm. Robert ..... 1913 Wendell

O

Oakley, Curtis Hill ..... 1929 Roxboro
O'Daniel, James Sydney ..... 1939 Lenoir
O'HANLON, E. W. (1929) ..... 1895 Winston-Salem
Oliver, Elery Watson ..... 1936 Greensboro
Oliver, Peter Michael, Jr. ..... 1939 High Point
O'Neal, Walton Prentiss ..... 1928 Belhaven
Overman, Harold Speight ..... 1908 Elizabeth City
Owen, Fred R. ..... 1936 Tryon

P

PAGE, B. FRANK (1930) ..... 1906 Raleigh
Page, Clarence Eugene, Jr. ..... 1939 Raleigh
Palmer, Archibald William (1925) ..... 1936 Sanford
Parker, Richard Smith ..... 1922 Murphy
Parker, Roland H. ..... 1939 Durham
Parker, W. W., Jr. ..... 1924 Henderson
Parks, William Allen ..... 1937 Fort Mill, S. C.
Pearce, J. H. ..... 1939 Sarasota, Fla.
Perry, Elijah B. (1919) ..... 1929 Littleton
Petrea, Fred Smith (1920) ..... 1933 Greensboro
Phillips, Jasper Edward ..... 1936 High Point
Phillips, Millard Brown ..... 1919 Albemarle
Phillips, O. J. ..... 1938 Albemarle
Phillips, Wm. Penn (1927) ..... 1937 Morganton
Pierce, James Stanley ..... 1920 Rocky Mount
Pike, Jos. Wm. ..... 1938 Concord
PILKINGTON, G. R. (1920) ..... 1898 Pittsboro
Pinnix, William Maple ..... 1925 New Bern
Pope, Arthur Rowe ..... 1932 Forest City
Porter, Charles Davis ..... 1924 Concord
Powell, Joseph Clement (1928) ..... 1940 Winston-Salem
Powers, Chas. O. ..... 1936 Radford, Va.
Pressly, Chas. Payson ..... 1937 Charlotte
Price, Hubert Graham ..... 1938 Raleigh
Price, Samuel Howard ..... 1920 Mooresville
Proctor, Wm. Vinson ..... 1939 Durham
Puckett, Ulysses Stratten ..... 1935 Stovall
Purcell, David Craig ..... 1936 Salisbury
PURCELL, SAM M. (1919) ..... 1909 Salisbury

R

Rand, Thos. Reid, Jr. ..... 1940 Raleigh
Ratley, Warren Archie ..... 1932 Goldsboro
Ray, Ervin Linwood ..... 1926 Asheboro
Ray, Frederick, Jr. ..... 1933 Sanford
Raysor, C. A. (1917) ..... 1904 Asheville
Reamer, I. T. ..... 1934 Durham
Reaves, Hallie Craven ..... 1937 Asheboro
Reaves, L. E. ..... 1915 Raeford
Reaves, Leonard Erastus, Jr. (1933) ..... 1938 Fayetteville
Reeves, Jefferson ..... 1924 Waynesville
Register, Milton Otis ..... 1932 Clinton
Rhodes, Cader ..... 1924 Raleigh
*Rhyne, Wayne Frank ..... 1925 East Gastonia
Rice, Leslie Davis ..... 1936 Maxton
Richardson, Luther Wyatt ..... 1939 Goldsboro
Richardson, Odell K. ..... 1938 Elkin
Richardson, Wayne Robt. (1936) ..... 1940 Boone
*Rimmer, Eugene Freeland ..... 1913 Charlotte
*Rimmer, Helen Bell ..... 1934 Charlotte
Rimmer, Robt. Meril (1931) ..... 1940 Franklin
Ring, Clifton Adolphus (1908) ..... 1939 High Point
*Ring, Clifton Adolphus, Jr. (1908) ..... 1939 High Point
Ring, Luther Branson ..... 1922 Ogona, Fla.
*Rittenbury, Rom. Sanford ..... 1929 Bailey
Rives, Herbert Lisle ..... 1924 Bethel
Roberson, Culas ..... 1932 North Spray
Roberts, Herschel ..... 1918 Weaverville
Roberts, Hubert Earl ..... 1926 Marshall
Robinson, Carlton ..... 1935 Winston-Salem
Robinson, Derwood Paul ..... 1935 Oxford
Robinson, Herman Harwood ..... 1936 Elizabethtown
*Robinson, John Linwood (1919) ..... 1937 Belmont
Robinson, Thomas Ruffin ..... 1938 Goldsboro
*Rogers, Ralph Peel ..... 1912 Durham
Rogers, Wm. Fletcher ..... 1933 Durham
*Rose, Ira Winfield ..... 1906 Chapel Hill
Ross, Henry Clay (1924) ..... 1939 Winston-Salem
Rouse, Louie Livingston ..... 1935 Fayetteville
*Rudisill, Jones Solomon ..... 1910 Forest City
Russell, Jesse Milton, Jr. ..... 1940 Canton

S

Sally, Wm. M. (1912) ..... 1933 Asheville
Sanders, C. A. ..... 1938 Salisbury
*Sanford, Roger Derrick ..... 1922 Charlotte
Sappenfield, Jas. Alex ..... 1926 Kannapolis
Sauls, M. M. ..... 1915 Ayden
Saunders, Lawrence Sidney ..... 1927 Wilmington
Savage, Robert ..... 1928 Pilot Mountain
*Scott, John M. ..... 1898 Charlotte
Secrest, Andrew McDowd ..... 1907 Monroe
Selden, Jos. Stancell ..... 1927 Weldon
Senter, Plennie Lloyd (1921) ..... 1937 Carrboro
Sewell, Guion Linwood ..... 1927 Kinston
Shelton, Claude Fuller ..... 1929 Fairmont
Shigley, Henry Hall ..... 1935 Asheville
Shook, Eulan (1918) ..... 1936 Hickory
Simmons, Wilson Coite ..... 1939 Winston-Salem
Simpson, Thomas S. ..... 1916 Winston-Salem
*Singletary, Fred Bunyan ..... 1936 Greensboro
Sisk, Charles Jones ..... 1924 Bryson City
Sitison, Jas. Andrew ..... 1927 Mount Airy
Sloop, Lonnie Leyburn ..... 1919 Spencer
Smith, Casper ..... 1914 Wilson
Smith, Chas. Henry ..... 1919 Charlotte
Smith, Fitz Lee (1918) ..... 1935 Winston-Salem
Smith, Frank T. ..... 1888 Franklin
*Smith, Henry Edwin ..... 1938 Charlotte
Smith, John David ..... 1939 Durham
Smith, Leon ..... 1920 Kannapolis
Smith, Oscar Wilbur ..... 1937 Pilot Mountain
*Smith, William Julius ..... 1937 Chapel Hill
Sparks, Jas. Ellis ..... 1926 Pinetops
Stamps, Joseph Neal ..... 1929 High Point
*Stanback, Thos. Melville ..... 1917 Salisbury
Stanley, Vernon Eugene ..... 1935 Charlotte
Stephenson, Edward Vassar ..... 1937 Madison
Stevenson, John Thomas ..... 1919 Elizabeth City
Stimson, J. H. ..... 1912 Statesville
Stone, Benjamin Franklin ..... 1940 Elizabethtown
*Stone, Bryant M. ..... 1938 Charlotte
*Stowe, Lester H. ..... 1910 Charlotte
*Strickland, Charles Brandon ..... 1932 Fayetteville
*SUGGS, ROBT. BAILEY (1934) ..... 1906 Belmont
Sullivan, Lawrence Steers (1927) ..... 1937 Hickory
Sullivan, Harry Moseley ..... 1940 Waynesville
*Summey, Kelly Nims (1912) ..... 1924 Mount Holly
*Suttle, Julius Albert ..... 1919 Shelby
*Suttlemyre, Claude Philip ..... 1935 Charlotte
*SUTTLEMYRE, PHILIP JOHNSON ..... 1922 Hickory
SUTTON, JAMES LINWOOD ..... 1915 Chapel Hill
Swaney, Charles Arthur ..... 1925 Winston-Salem

1937 China Grove

*Swaringen, DeWitt C.....1909 China Grove
Swindell, Edmund Slade.....1922 Durham

T

Tainter, Dean (1925).....1931 Marion
Tarkenton, Edward L.....1903 Wilson
Tart, David Whitfield.....1916 Roseboro
*Tate, Earl Henry.....1925 Lenoir
Taylor, Charles Albert (1908).....1937 Goldsboro
Taylor, Leroy Boone.....1927 Conway
Taylor, Norward Travis.....1936 Raleigh
Taylor, William P.....1919 Roanoke Rapids
TEAGUE, M. F. (1919).....1917 Asheville
*Templeton, Geo. Seckler.....1927 Mooresville
*Tennant, W. D. (1926).....1938 Crossnore
*Thomas, E. E. (1915).....1929 Roxboro
Thomas, E. R.....1907 Erwin
THOMAS, PHILLIP LANGSTON (1935).....1933 Roxboro
Thomas, William Graham, Jr.....1927 Varina
*Thompson, Charles Page.....1935 Orangeburg, S. C.
Thompson, George Miller.....1933 Rocky Mount
Thompson, James Lee (1925).....1936 Reidsville
*THOMPSON, PAUL HERMAN.....1925 Fairmont
Thornton, George Palmer.....1940 Goldsboro
*Threatt, Julius Blakeney.....1929 Durham
*Tilley, John Everett.....1924 Winston-Salem
Toms, Elmo Reid.....1924 Wilmington
Townsend, J. H.....1915 Red Springs
Tripp, Guy Oscar.....1924 Kinston
Turner, Samuel Monroe.....1938 Burlington
*Turnmyre, Arthur P.....1922 Mount Airy
Tyson, Jesse William.....1938 Greensboro

U

Umstead, Oscar Logan.....1928 Rocky Mount
Upchurch, Malcolm Thurston.....1934 Smithfield
*Usher, Joseph Thames.....1931 Greensboro

V

Vinson, Emmett L.....1922 Halifax
Vinson, James T.....1923 Goldsboro

W

Walker, Harry W. (1919).....1929 Norlina
Walters, Alonzo Kennedy.....1940 Burlington
Ward, Bernard Rudolph.....1933 Goldsboro
Ward, Edward Harvie.....1924 Tarboro
Ward, Waits Artemus.....1924 Swannanoa
Warren, Bowman Glidewell.....1927 Charlotte
Warren, Burney Simon.....1914 Greenville
Warren, Lovett Aldin (1917).....1935 Garland
Warren, Lovett Aldin, Jr.....1939 Wilmington
Waters, George W., Jr.....1910 Goldsboro
Watson, Joseph Winstead.....1939 Rocky Mount
Watson, Richard (1924).....1939 Hendersonville
Watson, Robert Neal.....1939 Jonesboro
*Way, James Arthur, Jr.....1937 Concord
Webb, Eugene Lea.....1919 Thomasville
*Webb, Thomas Paul.....1921 Shelby
Welborn, William Fowle.....1919 Lexington
Welch, Wm. Dorsey, Jr.....1929 Washington
*WELFARE, S. E. (1917).....1917 Winston-Salem
*Wells, Robert Rodney.....1935 Shelby
West, Jas. F.....1928 Winston-Salem
*Wheeler, C. Rankin (1920).....1930 Winston-Salem
Wheless, Jas. Monroe, Jr.....1938 Farmville
White, Clarence Bernard.....1927 Henderson
White, Delmar Frederick.....1930 Mebane
White, George Spencer.....1924 Lexington
WHITE, HENRY GARFIELD (1934).....1916 Elm City
*White, James I.....1918 Burlington
White, Jas. Stark (1921).....1933 Mebane
White, John Albert.....1921 Jonesboro
White, John Jennings.....1926 Henderson
*WHITE, JOSEPH ALPHONSO.....1921 Mooresville
WHITE, LUTHER.....1921 Kinston
*White, R. L.....1930 Troy
White, Walter Rodwell.....1910 Warrenton
*Whitehead, Chas. Raymond.....1924 Ramseur
Whitehead, Jefferson Davis.....1927 Enfield
*Whitehead, Thomas Edward.....1932 Charlotte
Whiteley, Roland Scott.....1934 Greensboro
*Whitley, Howard Emsley.....1936 Concord
Whitley, Jesse Rose.....1936 Mars Hill
*Whitley, W. Y.....1929 Fremont
WIGGINS, WILLIAM WINSTON.....1931 Raleigh
Wilkerson, Ira Otis.....1940 Greensboro
*Wilkins, Wm. Robt. (1904).....1939 Mocksville
Williams, A. H. A.....1916 Oxford
Williams, John Cossie (1921).....1940 Bessemer City
Williams, M. Van Buren.....1920 Winston-Salem
*Williamson, Charles MacMillan (1926).....1940 Laurinburg
Willis, Beatrie Averitt.....1922 Fayetteville
Willis, Robert Moore.....1921 Chadbourn
*Wilson, Claude Arthur.....1925 Monroe
Wilson, Eugene C.....1921 Burlington
Wilson, George Sparrow (1921).....1940 Belmont
*Wilson, Lowry Reed.....1924 Lowell
Wilson, Thomas Harvey.....1924 Gastonia
Wilson, Thomas Vernon.....1924 Hendersonville
Wilson, Wm. Brown.....1920 Hendersonville
Winders, Hal Marion.....1925 Farmville
*Wohlford, Henry Wm.....1940 Charlotte
*Wolfe, William Samuel.....1918 Mt. Airy
Womble, Logan Nyal.....1937 Wilmington
Woodward, Grover Ben.....1936 Erwin, Tenn.
Woolard, Edward Watson.....1922 Henderson
Wooten, John William Franklin.....1927 Fayetteville
Wrike, Walter Curtis.....1922 Graham

Y

*Yearwood, T. C.....1938 Charlotte
*Yoder, Coley R. (1912).....1933 Asheville
Young, Thos. F.....1938 Blowing Rock

Z

*†*Zoeller, Edward V.*.....1880 Tarboro

ASSOCIATES

Adams, Lowry Thomas.....1924 Winston-Salem
*Adkinson, Newton Frank.....1932 Forest City
Allen, J. T.....1936 Asheboro
Allen, L. B.....1937 Roanoke Rapid
Anderson, C. J.....1930 Highlands
Anderson, E. R.....1939 High Point
Angel, T. W., Jr.....1939 Franklin
*Bailey, Guy L.....1934 Fair Bluff
Barber, Thelbert Alonzo.....1940 Burlington
Barefoot, Earle G.....1929 Canton
Bess, G. K.....1936 Sylva
*Birkitt, Sebastian Poisal.....1940 Charlotte
Bishop, Howard Lewis.....1939 West Asheville
Brame, Peter Joyner, Sr.....1933 N. Wilkesboro
*Brame, Robert Marvin, Jr.....1929 N. Wilkesboro
*Brecht, Edward A.....1940 Chapel Hill
Brooks, James Howell.....1939 High Point
Brooks, Nita M.....1934 Greensboro
Brown, Earl.....1936 Macclesfield
Brown, Henry Shelton.....1935 Goldsboro
Butler, Clifford Roosevelt.....1936 Dunn
*Campbell, Jas. O.....1940 Charlotte
Cantrel, B. B.....1939 Hayesville
*Carrigan, James Frank.....1931 Granite Falls
Caudell, Frank M.....1933 Buies Creek
Chadwick, Sam Thomas.....1934 Kinston
Chandler, James Thomas.....1935 Leaksville
Chandley, Albert B.....1940 Asheville
*Clark, T. J. R.....1938 Boone
Cloer, Paul Link.....1935 Lenoir
Collins, Wm. George.....1935 Nashville
Coppedge, R. F.....1932 Asheville
Correll, Leslie James.....1925 Kannapolis
Coxe, James Sherwood.....1920 Raleigh
*Currens, Turner Fee.....1926 New York City
David, Thos. Dillon.....1940 Pembroke
*Dellinger, Henry McLurd.....1933 Mount Holly
Dixon, Herman Lewis.....1937 Belmont
Dixon, John L.....1935 Elm City
Dodd, Robert Bruce.....1936 Bunn
Eatman, Garland Adelbert.....1939 Wilson
Edens, Allen Dupree.....1937 Durham
Edwards, William David.....1937 Gastonia
Elam, Paul W.....1940 Louisburg
*File, W. C.....1936 Raleigh
Fussell, Thomas Edmund.....1936 Raleigh
Gamble, Henry W.....1940 Waxhaw
*Gardner, E. E.....1940 Charlotte

Garland, Robert G. 1929 High Point
Green, E. G. 1938 Durham
Guthrie, Ivey 1936 Vanceboro
Hales, Carl Whittin 1933 Seaboard
Hall, James Samuel, Jr. 1934 Fayetteville
Harrelson, R. C. 1930 Tabor
Harrison, James William 1937 Asheville
Harrison, Melrose 1936 Charlotte
Hawkins, Luther O. 1935 Statesville
Hearn, J. A. 1932 Valdese
Henderson, Leonard Willis 1925 Franklinton
Heslip, F. W. 1937 Beaufort
Hicks, Ernest L. 1923 Concord
Holland, Lewis Lea 1940 Albemarle
Holmes, Louis M. 1934 Charlotte
Holmes, Ralph T. 1933 Statesville
Honeycutt, G. M. 1937 Kenansville
Horton, Victor Walter 1938 Asheville
Humphries, Aubrey Teddington. 1936 Charlotte
Johnson, John R. 1933 Asheville
Johnston, John F. 1929 Mooresville
Jones, H. D. 1938 Winston-Salem
Jones, S. L. 1936 Greensboro
Joyner, W. C. 1938 East Bend
Jumper, L. C. (1928) 1939 Black Mountain
Justus, Fred 1934 Hendersonville
Keith, E. K. 1935 Raleigh
Ketchum, W. L. 1932 Jacksonville
Kilpatrick, W. H. 1938 Rockingham
Kornegay, Grey Bryan 1939 Mount Olive
Lane, W. Ronald 1933 Wilmington
Lawhorn, Archie S. 1934 Fayetteville
Lawrence, Graham Vance 1938 Charlotte
Liske, P. J. 1940 Salisbury
Littlefield, Gary Anderson 1935 Gastonia
Liverman, Herbert A. 1936 Plymouth
McAdams, E. L. 1936 Burlington
McDaniel, John Albert 1939 Kinston
McDaniel, R. E. 1934 Enfield
McGill, J. L. 1932 Kings Mountain
McNeely, Sam 1937 Charlotte
McNeill, W. C. 1932 Whiteville
Mansfield, Lem Howard 1935 Graham
Mathews, Johnnie Lee 1935 Rocky Mount
Matthews, Weldon C. 1929 Morehead City
Maus, Fred B. 1929 Greensboro
Millaway, Eugene Delano 1940 Burlington
Mitchell, H. (1927) 1937 Raleigh
Moore, C. A. 1937 Goldsboro
Moose, Herbert Foy 1937 Albemarle
Munns, Robert Floyd 1934 Rocky Mount
Musgrove, William McKinley 1927 Catawba
Nelson, Henry J. 1935 Chadbourn
*Overton, John Tyler 1939 Southern Pines
Page, Clarence Esiah 1922 Henderson
Pass, Fred 1931 Hayesville
Pearce, Archer L. 1935 Durham
Perry, James Edward 1929 Franklin
Perry, R. R. 1938 Mount Airy
Pierce, B. Jeff 1936 Greensboro
*Pinner, Beamon L. 1933 Asheville
*Porter, James Neely 1936 Lincolnton
Purcell, A. L., Jr. 1939 Fallston
*Rancke, Geo. Edward 1936 Lumberton
*Ratchford, G. Rufus 1929 Gastonia
Redding, Mrs. M. D. 1935 Lucama
Richardson, Joseph Phillips 1940 Winston-Salem
Ripley, Webb Pendleton 1938 Durham
Robertson, William Zenas 1925 Burnsville
ROGERS, BEN F. (1936) 1934 Fair Bluff
*Royall, Geo. E. 1937 Elkin
Royall, J. Weldon 1937 Thomasville
Russell, Lon D. 1931 Greensboro
Russell, Rufus C. 1933 High Point
Russell, Thomas Wayne 1937 High Point
Sapp, H. F. 1935 Davidson
Sheffield, Bernard Cleveland (1922) 1929 Warsaw
Sheffield, R. M. 1933 Lexington
Smith, John Elbert 1939 Lenoir
*Spake, Y. E. 1939 Morganton
Stallings, Tom F. 1936 Smithfield
Stanley, L. J. 1938 Charlotte
Stewart, Albert George 1939 Spruce Pine
*Suttle, Julius Albert, Jr. 1939 Shelby
Tate, Rowland Clifton 1936 Grover
Temple, Burwell 1934 Kinston
Thomas, Onie Washington 1934 Burlington
Threewitts, G. A. 1935 Littleton
Viall, Wesley R. 1925 Pinehurst
Wade, Clifton Elsworth 1936 Colerain
*Waynick, H. P. 1940 Burlington
Wells, G. Otto 1936 Atkinson
Wilkins, Wm. Neisler 1940 Winston-Salem
Willson, Chas. H. 1938 Winston-Salem
*Wilson, Wilbe 1933 Charlotte
Yandle, Lester Hunter 1925 Matthews
Young, Richard E. 1919 Asheville

STUDENT BRANCH U. N. C.

Allen, Harry Hampton, Jr. 1939 Cherryville
Allgood, William Walton (1937) 1939 Roxboro
Ausburn, Joseph William 1939 Asheville
Aycock, Mary Ruth 1940 Princeton
Biggs, John Waller Smallwood 1938 Washington
Boone, William Thomas 1939 Jackson
Brewer, Stroud Otis, Jr. 1939 Durham
Burks, Anna Dean 1937 Chapel Hill
Burrus, Blanche Evelyn 1938 Canton
Campbell, Edward Graham 1938 Lucama
Cavin, William Addison 1939 Mooresville
Church, John Trammel 1939 Salisbury
Clark, George Edward 1939 Pittsboro
Collier, Halcyone Belle 1939 Asheville
Costner, Alfred Nixon 1937 Lincolnton
*Creech, Jack Alexander (1938) 1939 Salemburg
Dillon, Henry E. 1938 Elkin
Dingler, Kenneth Lee 1939 Mooresville
Eldridge, Claudia Josephine 1938 Carrboro
Fox, Junius Claude 1939 Randleman
Fox, Raymond L. 1939 Danville, Va.
*Fuller, Edwin Rudolph 1938 Louisburg
Greene, Frank Arthur, Jr. 1939 Suffern, N. Y.
Ham, Robert Gardner 1939 Yanceyville
Hamlet, Joe Edward 1939 Hollister
Holland, Thomas Marshall 1938 Mount Holly
Hollowell, William Herbert 1939 Edenton
Hood, David Henry 1940 Dunn
Irwin, Dwayne Alton 1938 Wilkesboro
Johnson, Arthur Richardson 1938 Kerr
Johnson, Billie Waugh 1939 N. Wilkesboro
Johnson, James Henry 1939 Winston-Salem
Jowdy, Albert Willoughby, Jr. 1939 New Bern
*Kelly, Hunter Liggett 1937 Apex
King, Alfred Henderson 1938 Durham
King, Jos. Gilbert, Jr. 1939 Chattanooga, Tenn
Kiser, Ray Alexander 1938 Lincolnton
Lloyd, Allen Alexander 1938 Hillsboro
*Lloyd, Margaret Thomas (1938) 1939 Chapel Hill
Lockhart, Bernard 1939 Saltville, Va.
Lorek, Leo Andrew 1937 Castle Hayne
McAdams, John Webster 1939 Burlington
McCrimmon, Dan Grier 1939 Hemp
McDonald, John Cameron 1939 West Durham
*McFalls, Charles Daniel 1939 Newton
*McFalls, Samuel Woodrow 1938 Newton
McGowan, David F. 1939 Swan Quarter
McKnight, Leonia Erastus 1938 Fayetteville
Matthews, Otto Stevens 1939 Roseboro
*Mattocks, Albert McLean (1937) 1939 Greensboro
Minnick, W. Kendell 1939 Wyndale, Va.
Oakley, Calvin Snied 1939 Mebane
*Pickard, John Milton 1938 Durham
*Pike, Jesse Miller 1937 Concord
Plemmons, Donald Alton 1938 Asheville
Rosser, John Harrington 1939 Vass
Royal, George Edwin, Jr. 1938 Elkin
Rubin, Gershon Leonard 1939 Kinston
Russell, Joe Terrell, Jr. 1940 Canton
Scoggin, Herbert Palmer 1938 Louisburg
Sessoms, Edwin Tate 1939 Roseboro
Sessoms, Stuart McGuire 1939 Roseboro
Sheffield, Bernard Cleveland, Jr. 1939 Warsaw
Simmons, F. Joel 1939 Conover
*Smith, Edwin Harrison 1939 Weldon
Smith, Leon Wriston 1937 Kannapolis
*Stacy, Rose Pittman 1938 Chapel Hill
Thornton, John William 1939 Dunn
Terrell, John Arthur, Jr. 1939 Chapel Hill
Trotter, Pinkney Lawson 1939 Pilot Mountain

*Watkins, Julian Carter	1939 Emporia, Va.
Weaver, Elizabeth	1937 Chapel Hill
Whitford, Bryan Henry (1937)	1939 Washington
Williams, Martin Hildred	1937 Lexington
Williams, James D.	1939 Gate City, Va.
Windecker, George Henry (1938)	1939 Ridgefield Park,

HONORARY

Beal, James Hartley	Cocoa, Fla.
Dargavel, John W.	Chicago, Ill.
Chase, Harry Woodburn	New York City
Daniels, Josephus	Raleigh, N. C.
Graham, Frank Porter	Chapel Hill, N. C.
Holton, Chas. Wm.	Essex Fells, N. J.
Kelly, Evander F.	Washington, D. C.
Rusby, H. H.	New York City
Wooten, Thomas V.	Chicago, Ill.

TOTAL MEMBERSHIP

Regular Members	612
Associate Members	144
Charter Members	2
Life Members	45
Student Branch U. N. C.	76
Honorary Members	9
Total	888

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D. L. SHREVE ..... Three Years
H. L. HITCHCOCK ..... Two Years
M. W. STONE ..... One Year

MEMBERS

(List Supplied by Secretary Goodrich)

Name	*Firm Represented*	*Home Address*
Adair, A. D., Jr.	Coca-Cola Co.	500 Whitaker Mill Rd., Raleigh, N. C.
Adams, W. A.	Pangburn Co.	Care Pangburn Co., Bristol, Va.
Anderson, C. W.	Sundae Hosiery Co.	Clinton, S. C.
Andrews, C. D.	Wm. R. Rorer Co.	Circle Drive, Burlington, N. C.
Armistead, Frank	Johnson and Johnson	235 N. Tryon St., Charlotte, N. C.
Austin, J. H.	Mead Johnson & Co.	2519 Providence Rd., Charlotte, N. C.
Baan, G. A.	Veldown Co.	1501 First Nat'l. Bank Bldg., Charlotte, N. C.
Barnes, H. L.	Maola Ice Cream	Box 1265, New Bern, N. C.
Barnette, J. G.	E. B. Read and Son Co.	1923 Lombardy Circle, Charlotte, N. C.
Barnhardt, L. E.	Armour and Co.	1517 Waverly Ave., Charlotte, N. C.
Beatty, S. A.	Burwell and Dunn	203 S. College, Charlotte, N. C.
Bennick, J. W.	Scott Drug Co.	Charlotte, N. C.
Berryhill, O. A.	Southern Dairies	702 Lamar Ave., Charlotte, N. C.
Biberstein, R. V.	Carter-Colton Cigar Co.	218 S. College, Charlotte, N. C.
Bickley, J. E.	Health Products Corp.	712 Louise Ave., Charlotte, N. C.
Binger, Fred S.	Brunswick-Balke-Collender	Hotel Charlotte, Charlotte, N. C.
Blackmer, Luke	Southern Dairies	Box 116, Charlotte, N. C.
Blackmer, W. S.	Southern Dairies	Salisbury, N. C.
Bonney, L. S.	Lamont Corliss & Co.	2226 Briarwood Rd., Charlotte, N. C.
Bowers, G. M.	Owens and Minor Drug Co.	Richmond, Va.
Bowers, J. B.	Owens and Minor Drug Co.	Box 1396, Richmond, Va.
Braman, W. C.	Dr. T. C. Smith Co.	Asheville, N. C.
Breeding, W. M., Jr.	Paramount Sales & Dean River Mf'g. Co.	Box 477, Knoxville, Tenn.
Brown, Lore S.	Burwell and Dunn	Box 246, Hamlet, N. C.
Brownie, J. R.	Dr. Miles Laboratories	Box 160, Berkeley Station, Norfolk, Va.
Burwell, W. A.	Eli Lilly and Co.	J-3 Raleigh Apts., Raleigh, N. C.
Butler, E. I.	Liquid Carbonic Corp.	2209 Chambwood Dr., Charlotte, N. C.
Buzhardt, A. H.	Wm. S. Merrell Co.	224½ S. Park Dr., Charlotte, N. C.
Byerly, C. T.	Peabody Drug Co.	Durham, N. C.
Cagle, R. C.	Scott Drug Co.	Box 245, Rockingham, N. C.
Collins, W. C.	Lily-Tulip Cup Co.	845 Holt Drive, Raleigh, N. C.
Coltan, W. E.	Carter-Coltan Cigar Co.	218 S. College, Charlotte, N. C.
Compton, Dan	Justice Drug Co.	R. 3, Box 415, Greensboro, N. C.
Coppedge, J. B.	W. H. King Drug Co.	Raleigh, N. C.
Coppedge, J. W.	W. H. King Drug Co.	Raleigh, N. C.
Clark, W. H.	Lehn and Fink Products Co.	1505 Biltmore Dr., Charlotte, N. C.
Cox, A. G.	B. C. Remedy Co.	Durham, N. C.
Craig, Ray	Eli Lilly and Co.	318 S. Chester, Gastonia, N. C.
Cross, A. R.	The Penslar Co.	1001 Gates Ave., Norfolk, Va.
Crosson, R. W.	McCourt Label Cabinet Co.	Box 475, Columbia, S. C.

Davis, G. A.	Southern Dairies	Box 116, Charlotte, N. C.
Davis, J. L.	Justice Drug Co.	Greensboro, N. C.
Davis, L. R.	Justice Drug Co.	Greensboro, N. C.
Dawson, J. G.	Table Rock Laboratory	2133 E. 5th St., Charlotte, N. C.
Day, P. C.	Jergens Woodbury Co.	106 Providence Rd., Charlotte, N. C.
Dean, M. J.	Burwell and Dunn	Charlotte, N. C.
Dixon, W. R.	Bauer and Black	1405 E. Blvd., Charlotte, N. C.
Edenfield, G. E.	McKesson and Robbins, Inc.	720 Pecan Ave., Columbia, S. C.
Edwards, S. M.	Owens-Illinois Glass Co.	1012 Norris Bldg., Atlanta, Ga.
Elwanger, Bernard	Davidson Rubber Co.	913 Sunnyside Ave., Charlotte, N. C.
Everett, R. S.	Nunnally's Candy Co.	1244 E. Morehead, Charlotte, N. C.
Farrior, E. W.	Eli Lilly and Co.	502 Poplar Ave., Charlotte, N. C.
Felton, J. W.	Magnus, Mabee & Reynard	Box 316, Knoxville, Tenn.
Fox, Robt.	American Safety Razor Co.	215 Jaye St., Brooklyn, N. Y.
Goodrich, J. Floyd	B. C. Remedy Co.	Durham, N. C.
Grier, M. C.	Wm. Koebl Co.	316 E. Blvd., Charlotte, N. C.
Griffin, J. P.	Lance Packing Co.	Charlotte, N. C.
Gutherman, Lester	Apex Moth Products	1401 W. North, Chicago, Ill.
Gwynn, A. M.	Scott Drug Co.	Box 571, Salisbury, N. C.
Hagood, C. W.	E. R. Squibb and Sons Co.	1020 Arosa Ave., Charlotte, N. C.
Hall, W. I.	Abbott Laboratories	Box 786, Charlotte, N. C.
Hamrick, C. Rush	Kendall Medicine Co.	Shelby, N. C.
Hannon, E. M.	Scott Drug Co.	Charlotte, N. C.
Harrell, J. W.	E. R. Squibb and Sons Co.	1917 Sunset Dr., Raleigh, N. C.
Harris, J. T.	National Carbon Co.	Box 1733, Charlotte, N. C.
Harris, N. H.	Owens-Illinois Glass Co.	200 Hillside Ave., Winston-Salem, N. C.
Hartis, G. C.	Parke, Davis and Co.	203 Gloria Ave., Winston-Salem, N. C.
Hartsell, G. A.	Goody's	Salisbury, N. C.
Hawkins, Thos. F.	Beechnut Co.	1105 Greenwood Cliff, Charlotte, N. C.
Hayes, Aubrey L.	Minn. Mining and Mf'g. Co.	306 S. Charles St., Monroe, N. C.
Hayes, D. F.	Justice Drug Co.	Greensboro, N. C.
Hayes, P. A.	Justice Drug Co.	Greensboro, N. C.
Hazelgrove, C. J.	Peabody Drug Co.	Durham, N. C.
Heist, R. D.	Parke, Davis and Co.	1610 Queens Rd., Charlotte, N. C.
Hemmle, E. H.	Colgate-Palmolive Peet Co.	2020 Tippah Ave., Charlotte, N. C.
Henderson, A. R.	Lance Packing Co.	Charlotte, N. C.
Hitchcock, H. L.	Hollingsworth Candy Co.	Box 2239, Winston-Salem, N. C.
Holly, C. A.	Burwell and Dunn	Box 311, Lincolnton, N. C.
Holmes, J. A.	United Drug Co.	301 Oakridge Ave., Fayetteville, N. C.
Holmes, W. B., Jr.	Merck and Co.	518 Oakland Ave., Apt. 13, Charlotte, N. C.
Hudson, O. W.	Emerson Drug Co.	Box 234, Durham, N. C.
Hughes, Gary	Southern Dairies	Asheville, N. C.
Humphries, B. M.	Eli Lilly and Co.	920 Henley Place, Charlotte, N. C.
Hunter, R. E.	The Upjohn Co.	334 Circle Ave., Charlotte, N. C.
Hunter, R. W.	W. H. King Drug Co.	314 Forrest Rd., Raleigh, N. C.
Inge, Rease	E. R. Squibb and Sons Co.	912 Olive St., Greensboro, N. C.
Ingram, W. D.	Crazy Water Crystals Co.	Box 2193, Atlanta, Ga.
Jones, R. L.	Southern Dairies	Box 455, Albemarle, N. C.
Kilgore, J. C.	Pine State Creamery	Raleigh, N. C.
Lennon, W. B.	R. R. Bellamy and Son	1916 Ann St., Wilmington, N. C.
Leonard, H. H.	Endo Products, Inc.	2080 N. Decatur Rd., Atlanta, Ga.
Lilly, H. R.	Dr. Pepper Bottling Co.	Greensboro, N. C.
Llewellyn, Thad.	Goody's	Box 2209, Winston-Salem, N. C.
Lortz, F. W.	Dixie Vortex Co.	625 Fairmont St., Greensboro, N. C.
Loveland, L. J.	B. C. Remedy Co.	Durham, N. C.
Lowe, R. W.	Bodeker Drug Co.	Chester, Va.
Lyon, W. B.	Pictorial Paper Pckg. Corp.	118½ S. Mendenhall St., Greensboro, N. C.
McCord, A. S.	Scott Drug Co.	Charlotte, N. C.
McElveen, W.	Nyal Co.	1337 E. Morehead St., Charlotte, N. C.
McGinty, Waddy	Coca-Cola Bottling Co.	McDaniel Heights Apts., Greenville, S. C.
McLeod, A. B.	Norwich Pharmacal Co.	Mebane, N. C.
Marston, R. H.	The Upjohn Co.	809 Hawthorne Lane, Charlotte, N. C.
Massey, P. L.	Plough Chemical Co.	506 N. Hamilton St., High Point, N. C.
Meredith, B. L.	E. R. Squibb and Sons Co.	137 Norwood Ave., Asheville, N. C.
Mettelman, I. W.	The Pepsodent Co.	2077 McLendon Ave., Atlanta, Ga.
Miller, H. F., Jr.	Bodeker Drug Co.	Box 407, Goldsboro, N. C.
Milner, Seixas	Johnson and Johnson	Apt. U-9, Raleigh Apts., Raleigh, N. C.
Mitchell, C. B.	Johnson and Johnson	Box 86, Norfolk, Va.
Morgan, A. B.	A. B. Morgan Fixture Co.	Charlotte, N. C.
Morton, W. W.	B. C. Remedy Co.	Durham, N. C.
Mosely, L. H.	Whittemore Brothers	9 Rand Apt., Durham, N. C.
Moury, N. B.	Henry K. Wampole Co.	Box 885, Greensboro, N. C.
Mundorf, Harry K.	Sharp and Dohme	1301 Cathedral St., Baltimore, Md.
Murphy, M. M.	Burwell and Dunn	Charlotte, N. C.
Neely, J. F.	Garland C. Norris Co.	Raleigh, N. C.
Neister, G. W.	Justice Drug Co.	Greensboro, N. C.
Norris, A. L.	Norris, Inc.	Atlanta, Ga.
Obenshain, W. S.	Southern Dairies	Box 116, Charlotte, N. C.
Owens, C. C.	O-N Products	Salisbury, N. C.
Owens, S. Ross	Knox Glass Association	1901 E. Cary, Richmond, Va.
Parks, C. L.	National Drug Co.	1709 S. Blvd., Charlotte, N. C.
Pearce, W. D.	John Wyeth and Bros.	210 Pogue St., Raleigh, N. C.
Perkins, C. K.	Bauer and Black	2500 S. Dearborn St., Chicago, Ill.
Pettyjohn, E. L.	Ray-O-Vac. Co.	132 Walker St., S.W., Atlanta, Ga.

Pollard, A. D.	Steven F. Whitman Co.	Box 5035, Raleigh, N. C.
Potter, F. F.	Lehn and Fink Products Co.	Hotel Charlotte, Charlotte, N. C.
Rayburn, H. L.	Sharp and Dohme	201 Cottage Pl., Charlotte, N. C.
Reele, K. B.	Haynes Sales Co.	712 Woodruff Pl., Charlotte, N. C.
Reiner, N. F.	American Druggists Fire Insurance Co.	310 W. 75th St., New York City
Rigsby, Wm.	Lily-Tulip Cup Co.	104 W. Avondale Dr., Greensboro, N. C.
Roberts, J. W.	Henry B. Gilpin Co.	133 W. Main St., Norfolk, Va.
Roetschi, C. L.	Dixie-Vortex Co.	Box 1927, Raleigh, N. C.
Sanders, E. A.	Ray-O-Vac Co.	1507 14th Ave., S. Birmingham, Ala.
Sappenfield, L. C.	Scott Drug Co.	Charlotte, N. C.
Scott, Walter, Jr.	Scott Drug Co.	Charlotte, N. C.
Seidel, Ted	Beck and Dickinson	2200 Vail Ave., Charlotte, N. C.
Shipley, John	Wm. S. Merrell Co.	Athens, Tenn.
Shreve, D. L.	Justice Drug Co.	Greensboro, N. C.
Silvey, E. W.	Holland	1245 S. 61st St., Philadelphia, Pa.
Simpson, T. S.	Justice Drug Co.	619 Spring St., Winston-Salem, N. C.
Singleton, H. J.	Colgate-Palmolive Peet Co.	325 Alberta St., Charlotte, N. C.
Siske, J. L.	Grant E. Key, Inc.	2045 E. 5th St., Charlotte, N. C.
Slaughter, T. G.	Bristol Myers Co.	Hotel Charlotte, Charlotte, N. C.
Slye, F. W.	Biltmore Dairies	Charlotte, N. C.
Smith, C. C.	Bradford and Co.	Box 401, Atlanta, Ga.
Smith, C. H.	Drug Package, Inc.	Box 1001, Charlotte, N. C.
Smith, D. V.	Smith Bros. Drug Co.	Box 2070, Greensboro, N. C.
Smith, F. L.	Bauer and Black	4075 Peachtree-Dunwoody Rd., Atlanta, Ga.
Smith, J. D.	Eli Lilly and Co.	311 E. Trinity Ave., Durham, N. C.
Smith, Lester C.	Burwell and Dunn	1905 Lombardy Circle, Charlotte, N. C.
Smith, S. P.	O'Hanlon-Watson Drug Co.	Winston-Salem, N. C.
Smith, Stacy	Dr. T. C. Smith Co.	Asheville, N. C.
Smith, T. J.	Burwell and Dunn	Charlotte, N. C.
Stanback, F. J.	Stanback Co.	Salisbury, N. C.
Starling, H. C.	W. H. King Drug Co.	Raleigh, N. C.
Starmer, G. C.	Harriet Hubbard Ayer	1020 Arosa Ave., Charlotte, N. C.
Stewart, T. O.	Youngs Rubber Corp.	Selwyn Hotel, Charlotte, N. C.
Still, J. M.	Winthrop Chemical Co.	1238 Romany Rd., Charlotte, N. C.
Stone, M. W.	H. B. Hunter Co.	Box 703, Charlotte, N. C.
Summers, P. E.	Dixie-Vortex Co.	1206 Myrtle Ave., Charlotte, N. C.
Taylor, C. E.	Lance Packing Co.	Charlotte, N. C.
Tilley, E. C.	B. C. Remedy Co.	Durham, N. C.
Toms, V. L.	R. R. Bellamy and Son	3 S. 4th St., Wilmington, N. C.
Torrence, Walter H.	John Wyeth and Bros.	117 N. Fox St., Charlotte, N. C.
Treadwell, J. E.	Colgate-Palmolive Peet Co.	Raleigh Apts. U-9, Raleigh, N. C.
Tucker, R. E.	Southern Dairies	Charlotte, N. C.
Tyner, George	Vitamins Products Co.	915 First Nat'l Bank Bldg., Charlotte, N. C.
Van Every, Phil L.	Lance Packing Co.	Charlotte, N. C.
Van Every, S. A.	Lance Packing Co.	Charlotte, N. C.
Van Horn, H. W.	Norris, Inc.	912 Olive St., Greensboro, N. C.
Vick, J. G.	Parke, Davis and Co.	Box 841, Wilson, N. C.
Wade, C. B.	Merritt Chemical Co.	1801 Asheboro St., Greensboro, N. C.
Wardlaw, Ben	Coca-Cola Co.	Box 1226, Charlotte, N. C.
Warlick, C. M.	Robt. M. Green and Sons	Lynch St., Durham, N. C.
Watson, Haywood	O'Hanlon-Watson Drug Co.	Winston-Salem, N. C.
Watts, R. M.	W. H. King Drug Co.	226 Third St., Cheraw, S. C.
Waugh, T. B.	Justice Drug Co.	Greensboro, N. C.
Wear, Joe	Richard Hudnut Co.	Box 2101, Charlotte, N. C.
Weatherford, J. M.	Peabody Drug Co.	Durham, N. C.
Weatherly, Jack	Burwell and Dunn	Charlotte, N. C.
Wheeler, Dan	Lily-Tulip Cup Co.	1301 Queen Rd., W., Charlotte, N. C.
White, P. D.	Geo. W. Luft Co.	4334 Chamberlayne Ave., Richmond, Va.
White, R. L.	Mallinckrodt Chemical Works	440 Washington St., Gainesville, Fla.
Wilson, Wilbe	Coca-Cola Co.	Box 1226, Charlotte, N. C.
Winne, A. W.	Mallinckrodt Chemical Works	5100 Devonshire Rd., Richmond, Va.
Yates, E. W.	Capudine Chemical Co.	Raleigh, N. C.
Zion, W. T.	Purepac Co.	2905 Magnolia Ave., Knoxville, Tenn.

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Mrs. C. A. Ring.....*First Vice-President*
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Mrs. Harry Bizzell.....*Secretary-Treasurer*
Mrs. D. D. Hocutt.....*Parliamentarian*

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Mrs. Roy Reaves

ASHEVILLE
Mrs. L. M. Jarrett
Mrs. G. W. Matthews
Mrs. B. L. Pinner
Mrs. H. G. Strong

BELMONT
Mrs. Linwood Robinsou

BURLINGTON
Mrs. C. M. Andrews
Mrs. J. P. Barbour

CHAPEL HILL
Mrs. I. W. Rose

CHARLOTTE
Mrs. J. G. Barnette
Mrs. Olive A. Berryhill
Mrs. H. L. Bizzell
Mrs. J. E. Bickley
Mrs. Luke Blackmer
Mrs. E. I. Butler
Mrs. J. K. Civil
Mrs. W. R. Dixon
Mrs. T. N. Edwards
Mrs. A. B. Ellerbee
Mrs. E. W. Farrior
Mrs. Mattie Smith Gardner
Mrs. H. C. Greene
Mrs. C. W. Hagood
Mrs. R. E. Hunter
Mrs. D. C. Lisk
Mrs. R. P. Lyou
Mrs. W. McElveen
Mrs. R. H. Marston
Mrs. W. S. Obenshain
Mrs. Myrtle Renfrow
Mrs. E. F. Rimmer
Mrs. J. L. Sisk
Mrs. C. H. Smith
Mrs. J. M. Still
Mrs. L. H. Stowe
Mrs. R. E. Tucker
Mrs. Philip Van Every

CHERRYVILLE
Mrs. W. H. Houser

CLINTON
Miss Jean Bush

CONCORD
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DURHAM
Mrs. D. L. Boone

GASTONIA
Mrs. Fred McFalls
Mrs. Rufus Ratchford
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Mrs. Dan Comptou
Mrs. J. L. Davis
Mrs. C. C. Fordham, Jr.
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Mrs. P. A. Hayes
Mrs. N. B. Moury
Mrs. J. W. Neister
Mrs. F. B. Singletary
Mrs. D. L. Shreve
Mrs. F. B. Waugh

GREENVILLE
Mrs. W. C. Hollowell

HAW RIVER
Mrs. J. Hunter Jones

HENDERSON
Mrs. D. D. Hocutt

HICKORY
Mrs. W. R. McDonald

HIGH POINT
Mrs. A. Coke Cecil
Mrs. C. A. Ring

LENOIR
Mrs. J. G. Ballew

LOWELL
Mrs. Fred M. Moss
Mrs. J. W. Reid

LUMBERTON
Mrs. J. C. Jackson

MARION
Mrs. E. P. Crawford
Mrs. G. S. Kirby

MOUNT HOLLY
Mrs. W. F. Holland

MOUNT AIRY
Mrs. W. S. Wolfe

RALEIGH
Mrs. P. D. Gattis
Mrs. A. D. Pollard

REIDSVILLE
Mrs. R. I. Dailey

ROXBORO
Mrs. E. E. Thomas

SALISBURY
Mrs. H. M. Cooke

WADESBORO
Mrs. G. E. Andes

WENDELL
Mrs. W. R. Nowell

WILSON
Mrs. P. B. Bissette

WINSTON-SALEM
Mrs. Walter Cherry
Mrs. A. L. Fishel
Mrs. W. A. Gilliam
Mrs. G. W. Hart
Mrs. Jas. Hutchins
Mrs. Craig Lewis
Mrs. E. S. Roberts
Mrs. H. C. Ross
Mrs. John E. Tilley
Mrs. Sam Welfare
Mrs. H. P. Watson
Mrs. C. R. Wheeler
Mrs. M. U. Williams

RICHMOND, VA.
Mrs. J. B. Bowers

NORTH CAROLINA BOARD OF PHARMACY

Members and Organization, 1940-1941

COMMISSIONED BY HIS EXCELLENCY, THE GOVERNOR OF NORTH CAROLINA

M. B. Melvin, Raleigh.....Term expires April 28, 1941
E. V. Zoeller, Tarboro.....Term expires April 28, 1942
R. A. McDuffie, Greensboro.....Term expires April 28, 1943
F. W. Hancock, Oxford.....Term expires April 28, 1944
J. G. Ballew, Lenoir.....Term expires April 28, 1945

PRESIDENT

Edward V. Zoeller.....Tarboro

SECRETARY-TREASURER

F. W. Hancock.....Oxford

ATTORNEY

F. O. Bowman.....Chapel Hill

FIFTY-NINTH ANNUAL REPORT

OF THE

NORTH CAROLINA BOARD OF PHARMACY

LETTER OF TRANSMISSAL

Oxford, N. C.,
June 1, 1940.

To His Excellency,
Governor Clyde R. Hoey,
Raleigh, N. C.

SIR:

In compliance with Section 6654 of the Consolidated Statutes of North Carolina, I have the honor to submit to your Excellency and the North Carolina Pharmaceutical Association a report of the proceedings of the North Carolina Board of Pharmacy for the year ending May 31, 1940.

Meetings

During the year ending May 31, 1940, two meetings of the Board were held, both at Chapel Hill, North Carolina. These were held June 13 and 14, 1939, and November 28 and 29, 1939; the first meeting being the annual meeting.

At the June meeting of the Board, Mr. F. W. Hancock of Oxford, North Carolina, presented his commission from the Governor as a member of the Board for a term of five (5) years, from April 28, 1939. Attached thereto was the oath of office taken before the Clerk of Superior Court of Granville County. Upon motion, he was unanimously re-elected Secretary-Treasurer of the Board for the term of his commission.

Examinations

Examinations of Candidates for Certificates of Registration for Registered Pharmacist were conducted in the Howell Hall of Pharmacy at Chapel Hill, North Carolina.

There were two Examinations during the year—June and November. The following candidates, twenty-six (26) in number, who were graduates of a School or College of Pharmacy passed the Examination and were registered and licensed:

Allen, John Watson	Charlotte
Barber, Miss Ernestine Ray	Williamston
Boyd, Shelton Bickett	Sanford
Bruce, Thomas Milton	Hot Springs
Bullock, Miss Blanche Jarvis	Reidsville
Caldwell, Edgar Lewin (col.)	Burlington
Davis, Marvin Lee	Kinston
Edwards, Luther Kenneth, Jr.	Stantonsburg
Fox, James Hamilton	Asheboro
Halsey, William Bradley	Morganton
Hardee, Aldridge Kirk, Jr.	Graham
Honeycutt, George William	Raleigh
Jones, George Haywood	Zebulon
Kessler, Marvin Morton	Charlotte
Lynch, William Francis	Hillsboro
Rankin, Winton Blair	Brunswick, Ga.
Rhodes, James Frederick	Charlotte
Russell, Jesse Milton, Jr.	Canton
Simmons, Wilson Coite	Hickory
Sloan, William Lee	Graham
Suominen, Maggie Moore	Rocky Mount
Tunstall, Joseph Peyton	Belhaven
Warren, Lovett Aldin, Jr.	Garland
Waters, Perry Vivian	Mooresville
Wells, Van Devender	Raleigh
Woodard, Barney Paul	Fayetteville

The following candidates, seventeen (17) in number, who were Registered Assistants, took the Pharmacist Examination and passed and were registered and licensed:

Brown, Ernest Eugene	Greenville
Burris, Loy Ray	Cleveland
Cooke, Henry Maddrey, Jr.	Salisbury
Crawford, Harvey Dinsmore	Black Mountain
Culbreth, Graham McKenzie	Chapel Hill
Daniel, Addison Garland	Fremont
Hendrix, Jennings O'Neal	Marion
Ingle, Calvin Eldridge	Asheville
McFalls, Oliver Wendell	Pomona
Pike, Joseph William, Jr.	Concord
Pilkington, Edward Lee	Pine Level
Pressly, Charles Payson	Charlotte
Rigsbee, Elmer Linieth	Durham
Thomas, John Ivey	Smithfield
Thornton, George Palmer	Goldsboro
O'Daniel, James Sydney	Lenoir
Whitley, Wyatt Yelverton	Fremont

Inspection Work

Mr. H. C. McAllister, one of our Inspectors, has been on duty doing inspection work the entire year. Mr. W. J. Smith, the other Assistant Inspector, was on duty, doing inspection work about one half of the year and doing part-time work a part of the other half of the year. I wish to call your attention to their reports which follow. In these you will find that both of them have secured evidence in two of the most important cases now pending in Asheville and Washington, North Carolina, courts, Mr. McAllister in the Washington and Belhaven case, and Mr. Smith in the Goforth case at Asheville. We have employed good lawyers in both cases and hope to win them.

We expect to employ two Assistant Inspectors for the entire time the coming year.

REPORT OF H. C. McALLISTER

Assistant Inspector

Chapel Hill, N. C.,
504B North Street,
May 1, 1940.

To the Members of
The North Carolina Board of Pharmacy:

I have the honor to submit herewith my report of inspection work from May 1, 1939, to May 1, 1940.

I have made detailed inspections of 868 establishments in 222 towns. These inspections covered the following types of businesses:

Retail Drug Stores	839
Soda Shops	4
Hospitals	7
Grocery Stores	3
Doctor's Offices	10
Remedy Company	1
Wholesale Drug Store	1
Drug Laboratory	1

I have brought the following indictments, three in number:

C. B. Newman, Jr., Milton, N. C. Charges—operating a drug store and compounding prescriptions in violation of Sects. 6667, 6668, 6669 and 6670. The said C. B. Newman not being a registered pharmacist. Second offense. The defendant pleaded guilty. On motion of the Solicitor, prayer for judgment is continued on the following terms and conditions:

1. That the defendant pay the cost of the action to be taxed by the clerk.
2. That the defendant surrender to the Sheriff of Caswell County all of the drugs and medicines that he has in his possession in violation of the Pharmacy Law.
3. That the defendant execute a good and valid bond in the sum of three hundred dollars, payable to the State of North Carolina conditioned on the defendant's not selling or handling any drugs in violation of the Pharmacy Laws.

Second case: H. C. Suddreth, Kinston, N. C. Charges, causing or permitting a drug store or pharmacy to be operated not under the supervision of a registered pharmacist for the compounding of physicians' prescriptions and selling drugs and poisons in violation of the law. The case was nol prossed with leave upon the condition that the violation be corrected.

Third case: W. N. Wilkins, Kinston, N. C. Charges—compounding and dispensing drugs and poisons, not being a registered pharmacist. Case was nol prossed upon the condition that the violations be corrected.

Several cases of flagrant violations of the law have required much attention during the past year. The unusual nature of these cases has necessitated a cautious procedure. However, I am pleased to report that they have proceeded to the hands of an attorney with instructions to use the legal means best suited for their correction.

This year more informal calls were made for the purpose of instructing the pharmacists in so far as the available information permitted concerning the requirements of the Food, Drug and Cosmetic Act. This is a very stringent piece of regulatory legislation. It is urgent that the pharmacists give it their serious attention, and voice their approval or objection to regulations promulgated under the Act when the hearings on the same are held.

I have placed 12 Poison, Hypnotic and Exempt Narcotic Preparations Registers. With the passage of the above Act, a large number of pharmacists discontinued the sale of Barbituric Acid preparations except on physicians' prescriptions. This practice eliminated the use of part of the book.

As has been the practice of the inspectors for the past few years, some of my time has been spent in the interest of the North Carolina Pharmaceutical Association. I have collected $896.50 in dues and secured 21 new members.

Respectfully submitted,
H. C. McALLISTER.

REPORT OF WILLIAM JULIUS SMITH

Assistant Inspector for the
North Carolina Board of Pharmacy

1220 14th Street,
Hickory, N. C.,
September 1, 1940.

To the Members of
The North Carolina Board of Pharmacy:

I have the honor to submit herewith my report of inspection work from May 1, 1939, to September 1, 1939.

During this four-month period I visited 488 retail stores located in 128 Western North Carolina towns. In each instance the Poison and Hypnotic Registers were checked, licenses examined, and information given as to compliance with the Harrison Narcotic Act, the Wage and Hour Bill, etc.

A considerable portion of my time was given to the inspection of grocery stores, 5c and 10c stores, cafes, etc., wherein large stocks of drugs were found in numerous instances. Non-permitted drugs were removed from the shelves and arrangements made for legal disposal of the goods. In the majority of instances I found the proprietor in ignorance of our Pharmacy Laws relating to the sale of poisons and hypnotics but glad to co-operate once their intent was explained.

The Board of Pharmacy kindly allowed me to carry the Pharmaceutical Association program to the druggists of Western North Carolina. This was a pleasure as I found many of our pharmacists willing and eager to discuss ways and means whereby our professional group could be banded together in a more progressive one. North Carolina Pharmaceutical Association dues amounting to $178 were forwarded to Miss Alice Noble together with properly signed applications from seven new members.

An average of fifteen letters were received each week from pharmacists, the majority of them wanting to know where they could get a job or where they could locate a pharmacist for their store. This particular part of my work was always welcomed as it gave me an opportunity to bring employer-employee together. In view of the fact that there has always been and always will be changes in our employer-employee relationship, I suggest that a "PHARMACISTS' EMPLOYMENT BUREAU" be set up by either the North Carolina Board of Pharmacy or the N.C.P.A. to supply dependable information to those seeking same. My constant correspondence with members of our pharmaceutical fraternity leads me to believe that such a bureau would be well worth any initial effort to bring it into existence.

In most instances violations of our Pharmacy Laws were corrected without resorting to legal action; however, in a number of cases we were unable to correct conditions without enlisting the support of the courts. Two such cases are listed herewith:

North Carolina
Lincoln County

In the Recorder's Court
before K. B. Nixon, Recorder

State of North Carolina
vs.
M. C. Cheatham
} *Judgment*

Upon the call of the above case, the defendant tendered a plea of nole contendere. The State introduced W. J. Smith and R. L. Wilson who testified as witnesses in the case. The State also introduced a certificate from F. W. Hancock, Secretary and Treasurer of the North Carolina Board of Pharmacy, to the effect that M. C. Cheatham is not registered as a pharmacist or an assistant pharmacist in the State of North Carolina. The State then rested and the defendant rested, declining to introduce evidence. Verdict of the court: Guilty as charged in the warrant. Judgment of the court is that the defendant pay a fine of $25.00 and the costs of the action to be made up and taxed by the Clerk. This judgment may be suspended upon the following conditions:

1. That the defendant pay the costs of the action.

2. That the defendant not violate any of the pharmacy laws of the State of North Carolina, and particularly Section 6668 of the Consolidated Statutes of North Carolina.

This July 10, 1939.

.....
Recorder.

State of North Carolina,
Gaston County.

In the Recorder's Court,
Before A. C. Jones, Recorder.

State
vs.
E. G. Willis & W. D. Conrad

Judgment in each case

Defendants indicted for violation of Consolidated Statutes 6667, 6668, 6671, 6686(c).

Defendants through counsel, Wade H. Sanders, Esq., tender a plea of guilty, which plea is accepted by the State.

Judgment: Judgment of the Court is that judgment be suspended on the following conditions:

1. That the defendant W. D. Conrad do not in the future, until licensed as a Pharmacist, compound, dispense or sell, upon prescription or otherwise, drugs, chemicals or pharmaceutical preparations.

2. That the defendant E. G. Willis shall not in the future operate a drug store without having a registered pharmacist or assistant pharmacist on duty.

3. That the defendant E. G. Willis shall immediately bring up to date and continue to maintain the various registers required by law in the sale of poisons and hypnotic drugs.

4. That the defendants pay the costs of the action.

One store, The Childs Drug Company of Lincolnton, N. C., was permanently closed, partly through the action of the North Carolina Board of Pharmacy and certain creditors of the establishment. One case is now scheduled for trial, all the evidence having been secured and a True Bill found by the grand jury. This case will be reported in detail in my next annual report to the Board.

For the splendid co-operation and support received from the Secretary-Treasurer, Mr. F. W. Hancock, and from Mr. H. C. McAllister, Assistant Inspector for the North Carolina Board of Pharmacy, I offer my sincere thanks.

Respectfully submitted,
W. J. SMITH,
Assistant Inspector,
N. C. Board of Pharmacy.

PHARMACISTS

Re-Registered

Twenty-two (22) in number

Biggs, Sylvester	Fayetteville
Brame, P. J., Jr.	North Wilkesboro
Christian, J. B. (Col.)	Winston-Salem
Davis, Karl W.	Winston-Salem
Fleming, C. H.	Raleigh
Goodrum, C. S.	Davidson
King, W. M. (Col.)	Winston-Salem
Knight, R. S., Jr.	Columbia
Kyser, H. R.	Thomasville
LeGette, J. S.	Forest City
McCombs, L. M.	Petersburg, Va.
Mullen, L. B.	Asheville
Pigott, D. S.	New Bern
Quinn, F. D.	Shelby
Sloan, F. A.	Marion
Spoon, J. M.	Charlotte
Summey, P. B.	Mount Holly
Wessells, N. E.	Roanoke, Va.
Wharton, L. A.	Gibsonville
Whitehead, J. D., Jr.	Enfield
Wilson, W. A.	Lakeland, Fla.
Witherspoon, E. A. (Col.)	Memphis, Tenn.

PHARMACISTS

Whose Names were Removed from the Registered List for Failing to Renew Licenses

Sixteen (16) in number

Abernethy, J. G.	Elkin
Berg, Jens	Southport
Brinkley, J. H.	New Bern
Chesnutt, J. M.	Clinton
Connell, J. B. B.	Henderson
Craven, C. H.	West Asheville
Dudley, W. G., Jr.	Greensboro
Rheinhardt, R. L.	Forest City
Grantham, G. K., Jr.	Dunn
Hackney, R. P.	Durham
Hoggard, C. R.	Durham
Hufham, Walter	Morehead City
Iseley, G. A.	Raleigh
Jenkins, J. V.	Asheville
Matheson, J. D.	Gastonia
McMullen, F. H.	Old Fort

PHARMACISTS REGISTERED AND RE-REGISTERED

By Reciprocity

Twenty (20) in number

Artice, A. R. (Col.)	Raleigh (Re-Reg.)
Brakebill, R. L.	Asheville (Re-Reg.)
Comar, W. A.	Laurinburg
Davis, C. E., Jr.	Kershaw, S. C.
Davis, M. M.	Marion, S. C.
Early, A. J.	Robersonville
Edmonds, M. M.	Charlotte
Fulmer, P. A.	Hendersonville
Henrikson, H. E.	Charleston, S. C.
Holland, R. F.	Charlotte (Re-Reg.)
Home, Joseph	Winston-Salem
King, C. D.	Charleston, S. C.
Lamar, W. M.	Richmond, Va.
McDiarmid, D. P.	Black Mountain
McDonald, H. C.	Seneca, S. C.
Miller, L. D.	Greensboro
Mock, C. H.	Waynesville
Rhine, C. L.	Lincolnton (Re-Reg.)
Sinclair, E. C.	Raleigh (Re-Reg.)
Smith, J. P. F.	West End (Re-Reg.)

PHARMACISTS

Whose Names were Removed from the Reciprocity List for Failing to Renew Their Licenses

Eleven (11) in number

Chandler, H. C.	Charlotte
Galbraith, J. B.	Mount Airy

Herwitz, E. D. ..... Winston-Salem
McGahee, G. L. ..... Asheville
Moore, T. E. ..... Durham
Norman, J. P. ..... Greensboro
Powers, Charles ..... Radford, Va.
Rogers, W. LeR. ..... Pembroke
Rousseau, O. A. ..... High Point
Schwartz, Melville ..... Charlotte
Smith, W. L. ..... Staunton, Va.

WOMEN PHARMACISTS

Thirteen (13) white and four (4) colored

Barber, Miss Ernestine Ray ..... Williamston
Barnhill, Miss Mabel ..... Bethel
Bryant, Miss Nan ..... Tarboro
Bullock, Miss Blanche Jarvis ..... Reidsville
Bush, Miss Jean ..... Clinton
Bush, Miss June ..... Clinton
Cox, Miss Clarice C. ..... Greensboro
Gardner, Mrs. W. K. ..... Charlotte
Greyer, Mrs. Joe W. ..... Morganton
McCarn, Mrs. L. W. ..... Kannapolis
McConnell, Miss Ethel ..... Newton
Mitchener, Mrs. J. A., Jr. ..... Edenton
Willis, Mrs. B. Averitt ..... Fayetteville

Colored

Easley, W. V. ..... Whiteville
Henry, Mary H. ..... Snow Hill
Pearson, M. E. ..... Durham
Thompson, Nettie Mae ..... Snow Hill

PHYSICIANS

Living in Towns of 500 Inhabitants or Less to Whom Permits were Granted to Conduct Drug Stores

Eleven (11) in number

Dawson, J. N., Lake Waccamaw, Columbus County
Hall, L. S., Yadkinville, Yadkin County
Hilborn, C. L., Midland, Cabarrus County
Kenlaw, M. C., Pembroke, Robeson County
Lewis, W. G., Stokesdale, Guilford County
Maxwell, M. T., Robbinsville, Graham County
McBryde, M. H., Milton, Caswell County
McLeod, J. P. U., Wingate, Union County
Parker, W. R., Woodland, Northampton County
Parrette, N. C., Robbinsville, Graham County
Purdy, J. J., Oriental, Pamlico County

PHYSICIANS

Whose Names were Removed from the Registered List for Failing to Renew Their Permits

Two (2) in number

Dawson, W. E., Hookerton, Greene County
Crawford, J. H., Robbinsville, Graham County

The Beal Membership Prize

Mr. Winton Blair Rankin of Boone, North Carolina, having made the highest average, 90%, of all candidates taking our Examinations June and November, 1939, won the Beal Membership Prize.

North Carolina Board of Pharmacy
Business Order

Roll call and pro tem. appointments.
Reading and approving minutes.
Miscellaneous communications.
Reports of officers and committees.
Special orders.
Unfinished business.
New business.
Choosing place and time of next meeting.
Adjournment.

SUMMARY

June 1, 1940

Pharmacists Registered by Examination (Graduates)	26
Pharmacists Registered by Examination (Assistants)	17
Pharmacists Registered	989
Pharmacists Registered by Reciprocity	167
	1,156
Assistant Pharmacists Registered	58
Physicians to Conduct Drug Stores Registered	73
Women Pharmacists Registered	17
Drug Stores Registered	860
Deaths	12

I respectfully submit the receipts and expenditures for the current year as follows:

FINANCIAL REPORT

North Carolina Board of Pharmacy in Account with F. W. Hancock, Secretary-Treasurer

RECEIPTS

From June 1, 1939, to May 31, 1940

1939	
May 9—By Balance on Hand	$12,181.23
By Candidates taking Examinations June and November, 1939	680.00
1940	
May 31—Amount received from Renewal License Pharmacists	5,640.00
May 31—By amount received from Renewal License Assistants	290.00
May 31—By amount received from Physician's Renewal Permits	365.00
May 31—By amount received from Renewal Drug Store Permits	863.00
May 31—By amount received from Re-registered Pharmacists	175.00
May 31—By amount received from Registration and Re-registration Fees Pharmacists by Reciprocity	390.00
May 31—By amount received from Physician's Registration Fees	65.00

In Memoriam

BELL, H. M. ..... Norfolk, Va.

CRABTREE, C. A. ..... Durham

DEES, FRED ..... Burgaw

DUKES, M. H. ..... Durham

EDGERTON, E. O. ..... Raleigh

HERNDON, C. N. ..... Greensboro

HICKS, H. T. ..... Raleigh

HOOD, T. R. ..... Smithfield

JARMAN, FRANK ..... Wilmington

MORROW, NORMAN ..... Gastonia

WALKER, T. A. ..... Charlotte

WILLIAMS, H. C. ..... Charlotte

May 31—By amount received from Registration of Drug Stores from May, 1939, to January 1, 1940	39.00
May 31—By amount borrowed from Oxford National Bank	500.00
May 31—By Interest	203.75
	$21,391.98

EXPENDITURES

From June 1, 1939, to May 31, 1940

To Amount Paid:

Salaries, Rent and Stenographic Aid		$ 2,700.00
Inspection Work		4,309.22
Board, Expenses and Per Diem		774.61
Printing		420.04
Postage		252.14
Telephone and Telegrams		84.67
Attorney Fees		135.00
Loan Repaid Oxford National Bank		500.00
Miscellaneous		195.62
		$ 9,371.30
To Balance on Hand Cash and Securities, May 2, 1940		12,020.68
		$21,391.98

The above Financial Report as per order of the Board of Pharmacy was audited by a Certified Public Accountant, which report follows:

To the Officers & Members of the
North Carolina Board of Pharmacy:

Gentlemen:

As requested, we have audited the financial records of Mr. F. W. Hancock, Secretary and Treasurer of the North Carolina Board of Pharmacy for the period from May 9, 1939, to May 2, 1940, and find all Receipts as entered in his books properly accounted for. Disbursements for the period are correctly entered in his books and are supported by paid vouchers on file.

The Balance of $12,020.68 at May 2, 1940, consists of the following **Cash and Investments:**

CASH IN BANKS:		
Oxford National Bank	$1,958.33	
Union National Bank	2,193.81	$ 4,152.14
CLAIM AGAINST CLOSED BANK:		
First Nat'l. Bank of Granville, Oxford, N. C.		283.54
INVESTMENTS:		
Certificate of Deposit, 2%—Oxford National Bank	5,000.00	
Note & Mortgage of J. A. Williams, dated 10-1-32 to N. C. Board of Pharmacy, secured by deed of trust to Jas. A. Taylor, Trustee	2,585.00	7,585.00
TOTAL CASH & INVESTMENTS		$12,020.68

The Cash in Banks was reconciled and verified by confirmation obtained from the depositories. The Claim Against Closed Bank was also verified. The Certificate of Deposit and Note & Mortgage were inspected.

The fidelity bond in the amount of $5,000.00 for the Secretary & Treasurer, in the custody of the President, has been continued.

As usual, the records are in splendid condition and no difficulty was experienced in the verification thereof.

Respectfully submitted,
R. L. PRICE,
Certified Public Accountant

List of Registered Pharmacists

REVISED JUNE 1, 1940

Please notify the Secretary promptly of any change in address

A

1.	Adams, J. L.	1903 Gastonia
2.	Adams, E. C.	1908 Gastonia
3.	Adams, R. McC.	1915 LaGrange
4.	Adams, E. E.	1924 Lincolnton
5.	Adams, W. R.	1933 Angier
6.	Adams, W. J.	1929 Murphy
7.	Ahrens, A. G.	1902 Wilmington
8.	Aiken, J. H.	1914 Biltmore
9.	Aiken, L. W.	1916 Asheville
10.	Alderman, J. L.	1923 Wilmington
11.	Alexander, O. T.	1910 Waynesville
12.	Allen, C. H.	1916 Winston-Salem
13.	Allen, H. H.	1915 Cherryville
14.	Allen, J. W.	1939 Charlotte
15.	Anderson, J. M.	1911 New Bern
16.	Andrews, C. M.	1907 Burlington
17.	Andrews, R. H.	1914 Burlington
18.	Andrews, W. T.	1917 Goldsboro
19.	Andrews, J. P.	1913 Winston-Salem
20.	Andrews, W. A.	1932 Raleigh
21.	Armstrong, W. E. (col.)	1922 Rocky Mount
22.	Arnold, B. D.	1933 Cary
23.	Arps, P. M.	1916 Plymouth
24.	Arps, E. G.	1921 Plymouth
25.	Ashford, A. J.	1901 Kinston
26.	Austin, T. E.	1903 Roxboro
27.	Austin, B. N.	1928 Shelby

B

28.	Bailey, L. A.	1914 Charlotte
29.	Bain, J. D.	1924 Clayton
30.	Baker, W. P.	1921 Raeford
31.	Baker, J. L.	1927 Nashville
32.	Ballance, G. H.	1929 Alexandria, Va.
33.	Ballew, J. G.	1902 Lenoir
34.	Barber, Ernestine R.	1939 Williamston
35.	Barbour, J. P.	1928 Burlington
36.	Barefoot, L. G.	1931 Canton
37.	Barger, C. N.	1928 Oakboro
38.	Barnhardt, M. R.	1928 Rockwell
39.	Barnhill, W. L.	1912 Wilson
40.	Barnhill, Mabel	1906 Bethel
41.	Barnes, B. S.	1903 Kinston
42.	Barnwell, W. C.	1930 Danville, Va.
43.	Barrett, R. E.	1917 Burlington
44.	Basart, J. M.	1938 Greenville

45. Baucom, A. V.....1905 Apex
46. Beard, J. G.....1908 Chapel Hill
47. Beavans, W. E.....1901 Enfield
48. Beddingfield, E. T.....1913 Clayton
49. Beddingfield, C. H.....1917 Clayton
50. Bell, F. R.....1912 Beaufort
51. Bell, H. C.....1930 Spindale
52. Bell, L. R.....1936 Raleigh
53. Bender, W. M. K.....1928 Fayetteville
54. Bennett, K. E.....1912 Bryson City
55. Bennett, A. M., M.D.....1888 Bryson City
56. Benson, E. S.....1916 Wilmington
57. Bernard, Germain.....1894 Durham
58. Best, J. H.....1923 Greensboro
59. Betts, J. A.....1916 St. Pauls
60. Biddy, O. D.....1925 Asheville
61. Biggs, Sylvester.....1889 Fayetteville
62. Bilbro, Q. T.....1916 Asheville
63. Bingham, W. H.....1916 Concord
64. Birmingham, J. S.....1912 Hamlet
65. Bizzell, H. L.....1920 Charlotte
66. Black, B. B.....1921 Cleveland
67. Black, F. L.....1928 Charlotte
68. Blades, M. W.....1926 Apex
69. Blair, R. K.....1893 Charlotte
70. Bland, D. L. (col.).....1915 Sanford
71. Blanton, C. D.....1926 Kings Mountain
72. Blauvelt, W. H.....1904 Asheville
73. Blue, D. A.....1926 Carthage
74. Boaz, R. J.....1915 Greensboro
75. Bobbitt, A. B.....1919 Winston-Salem
76. Bobbitt, L. M.....1917 Winston-Salem
77. Bobbitt, H. F.....1934 Glen Alpine
78. Bolton, R. B.....1931 Rich Square
79. Bonner, Brem.....1913 Hickory
80. Bonner, Robert.....1916 Valdese
81. Boon, W. J.....1904 Mount Olive
82. Boone, D. L.....1905 Durham
83. Boone, J. T.....1913 Mebane
84. Bowman, C. E.....1938 Hickory
85. Boyce, J. B., Jr.....1915 Warrenton
86. Boyd, S. B.....1939 Sanford
87. Boysworth, E. G.....1928 Warsaw
88. Bradley, J. P.....1908 Greensboro
89. Bradshaw, E. L.....1928 Kinston
90. Bradsher, W. D.....1909 Oxford
91. Brady, C. A. (1925).....1911 Hickory
92. Brame, P. A.....1937 No. Wilkesboro
93. Brame, P. J., Jr.....1918 No. Wilkesboro
94. Brame, R. M.....1901 No. Wilkesboro
95. Brame, W. A.....1906 Rocky Mount
96. Brame, M. M., Jr.....1933 Durham
97. Brantley, J. C.....1899 Raleigh
98. Brantley, P. C.....1914 Wendell
99. Brantley, J. C., Jr.....1930 Raleigh
100. Bretsch, Albert.....1908 Southern Pines
101. Brewer, S. O.....1914 West Durham
102. Brinkley, J. H.....1912 New Bern
103. Bristow, E. B.....1922 Rockingham
104. Brodie, T. L.....1928 Burlington
105. Brooks, F. G.....1921 Siler City
106. Brookshire, G. E.....1917 West Asheville
107. Brookshire, L. P.....1924 West Asheville
108. Brown, E. E.....1939 Greenville
109. Brown, J. D.....1904 Garner
110. Brown, B. C.....1931 Greensboro
111. Brown, H. G.....1936 Hillsboro
112. Brown, J. K.....1912 Greenville
113. Browning, B. H.....1908 Littleton
114. Browning, D. B.....1929 Rocky Mount
115. Bruce, T. M.....1939 Hot Springs
116. Bryan, W. D.....1904 Tarboro
117. Bryan, R. B.....1926 Asheville
118. Buchanan, E. C.....1938 Kinston
119. Buchanan, E. W.....1933 Burlington
120. Buchanan, R. A.....1934 Greensboro
121. Buffalo, J. M.....1919 Raleigh
122. Bühmann, W. L.....1905 Biltmore
123. Bullard, R. E.....1937 Clinton
124. Bullock, P. J.....1939 Reidsville
125. Bunch, L. E.....1933 Aulander
126. Bunn, R. S.....1936 Rocky Mount
127. Burgiss, T. R.....1925 Sparta
128. Burnett, B. J. (col.).....1911 Rocky Mount
129. Burnett, J. P.....1912 Whitakers
130. Burris, L. R.....1939 Cleveland
131. Burt, M. S.....1930 Durham
132. Burwell, W. A.....1912 Raleigh
133. Bush, Miss June.....1938 Clinton
134. Bush, Miss Jean.....1938 Clinton
135. Butler, A. B.....1916 Clinton
136. Bynum, C. W.....1928 Greenville
137. Byrd, Clement.....1903 Roxboro

C

138. Cahoon, E. P.....1931 Columbia
139. Cain, L. D.....1921 Wilmington
140. Caldwell, P. G.....1914 Gastonia
141. Caldwell, E. L. (col.).....1939 Burlington
142. Cameron, J. H.....1938 Charlotte
143. Campbell, F. E.....1925 Hamlet
144. Campbell, H. T.....1916 Maiden
145. Campbell, R. B.....1917 Taylorsville
146. Canaday, W. A.....1898 Fayetteville
147. Canaday, W. H.....1915 Tabor City
148. Canaday, R. C.....1913 Four Oaks
149. Cannon, C. L.....1906 Ayden
150. Cantor, Leon.....1937 Atlanta, Ga.
151. Capps, E. U.....1938 Nashville
152. Cardell, J. C.....1929 Boston, Mass.
153. Carpenter, R. E.....1897 Shelby
154. Carroll, W. W.....1932 Dunn
155. Carswell, R. F.....1921 Winston-Salem
156. Carswell, A. P.....1926 East Durham
157. Carter, Samuel.....1905 Salisbury
158. Carter, Stamey.....1912 Salisbury
159. Cassel, A. S.....1914 N. Wilkesboro
160. Cate, A. S.....1896 Greensboro
161. Causey, J. H.....1938 Winston-Salem
162. Cecil, A. C.....1923 High Point
163. Champion, H. O.....1925 Waynesville
164. Champion, H. C.....1926 Greenville
165. Chapman, D. S.....1907 Durham
166. Chapman, H. C.....1936 Durham
167. Chappell, J. C.....1914 Raleigh
168. Cheek, G. B.....1917 Durham
169. Cherry, J. L.....1909 Asheville
170. Cherry, W. C.....1910 Winston-Salem
171. Chesnutt, J. M.....1917 Clinton
172. Christian, J. B. (col.).....1939 Winston-Salem
173. Clapp, E. B.....1934 Newton
174. Clark, C. B.....1910 Williamston

5. Clark, W. A.....1926 Lynchburg, Va.
6. Clark, C. B.,Jr.....1934 Williamston
7. Clark, S. G.....1934 Raleigh
8. Clayton, A. W., Jr.....1928 Durham
9. Cline, F. H.....1920 Charlotte
0. Cline, C. E.....1924 Asheville
1. Cline, H. E.....1913 Asheville
2. Cline, M. L.....1933 Black Mountain
3. Clodfelter, C. L.....1932 Durham
4. Cobb, J. L.....1921 Mount Olive
5. Coble, J. C.....1932 Winston-Salem
6. Cochrane, A. L., Jr.....1936 Jackson
7. Coleman, H. G.....1910 Durham
8. Compton, J. W.....1909 Salisbury
9. Cook, R. E. L.....1891 Tarboro
0. Cooke, H. M.....1904 Spencer
1. Cooke, H. M., Jr.....1939 Salisbury
2. Copeland, R. R.....1916 Ahoskie
3. Coppedge, J. W.....1906 Raleigh
4. Coppedge, J. B.....1912 Raleigh
5. Cornwell, A. H.....1937 Lincolnton
6. Cornwell, G. T.....1934 Morganton
7. Costner, B. P.....1908 Lincolnton
8. Council, C. T.....1906 Durham
9. Cox, M. H.....1909 Asheville
0. Cox, Miss C. C.....1932 Greensboro
1. Crabtree, Gilbert.....1905 Raleigh
2. Crabtree, E. P.....1912 Statesville
3. Craig, W. F.....1925 Charlotte
4. Craig, L. B.....1938 Vass
5. Cranmer, J. B., M.D.....1893 Wilmington
6. Craven, C. H.....1912 W. Asheville
7. Crawford, E. P.....1911 Marion
8. Crawford, H. D.....1939 Black Mountain
9. Creech, J. L.....1938 Smithfield
0. Creech, L. R.....1935 Oxford
1. Creech, W. H.....1932 Selma
2. Crews, E. T.....1905 Baltimore, Md.
3. Crissman, U. F.....1933 Lexington
4. Crowell, C. M., Jr.....1937 Charlotte
5. Crumpler, L. H.....1934 Sanford
6. Crutchfield, T. G.....1920 Greensboro
7. Culbreth, Y. M.....1939 Hamlet
8. Culpepper, F. D.....1911 Louisburg
9. Curry, C. S.....1933 Lexington
0. Curtis, R. H.....1926 Rowland
1. Curtis, J. R.....1928 Bessemer City

D

2. Dailey, J. F.....1921 Washington,D.C.
3. Dailey, R. I.....1915 Reidsville
4. Daniel, A. G.....1939 Burgaw
5. Daniel, E. C.....1913 Zebulon
6. Darden, R. J.....1938 Mount Olive
7. Davis, J. R.....1907 Marion
8. Davis, H. E.....1914 Andrews
9. Davis, J. W.....1914 Edenton
0. Davis, D. R.....1926 Williamston
1. Davis, C. V.....1921 Mount Airy
2. Davis, J. E.....1894 Knightdale
3. Davis, J. G.....1926 Spindale
4. Davis, K. W.....1913 Winston-Salem
5. Davis, M. L.....1939 Kinston
6. Dawson, B. T.....1909 Rocky Mount
7. Dawson, M. P.....1909 Rocky Mount
8. Dayvault, F. W.....1929 Lenoir
239. Deal, H. M.....1925 Lenoir
240. Dees, R. E. L.....1920 Wallace
241. Deitz, R. Y.....1907 Tampa, Fla.
242. Dever, J. H.....1938 Greensboro
243. Dill, G. W., Jr.....1927 Morehead City
244. Dinwiddie, P. H.....1914 Marshall
245. Dizor, M. E.....1917 Raleigh
246. Douglas, J. D. (col.).....1904 Henderson
247. Dowdy, D. A.....1917 High Point
248. Duffy, H. B.....1938 New Bern
249. Dunn, R. A.....1881 Charlotte
250. Durham, C. T.....1917 Chapel Hill

E

251. Eason, C. W.....1909 Charlotte
252. East, J. S.....1911 Draper
253. Edwards, T. N.....1901 Charlotte
254. Edwards, S. M.....1917 Ayden
255. Edwards, O. C.....1921 Raleigh
256. Edwards, C. R.....1932 Kannapolis
257. Edwards, L. K., Jr.....1939 Stantonsburg
258. Eldridge, Julius.....1901 Greenville
259. Ellington, C. W.....1899 Winston-Salem
260. Ellington, R. A.....1904 Madison
261. Elliott, A. G.....1907 Fuquay Springs
262. Elson, J. R.....1938 Enka
263. Etheridge, S. B.....1909 Washington
264. Etheridge, S. G.....1911 Elizabeth City
265. Etheridge, T. J., Jr.....1920 Bailey
266. Eubanks, C. L.....1896 Chapel Hill
267. Eubanks, J. N.....1916 Greensboro
268. Evans, J. E.....1934 Marion

F

269. Farmer, W. F.....1934 Wendell
270. Farrell, R. D.....1917 Greensboro
271. Farrington, J. V.....1926 Hickory
272. Faucette, W. P.....1914 Youngsville
273. Faulconer, R. C.....1909 Burlington
274. Ferguson, J. S.....1928 Raleigh
275. Ferguson, H. Q.....1924 Randleman
276. Ferrell, W. C.....1920 Nashville
277. Fetzer, F. G.....1911 Wadesboro
278. Fields, J. T., Jr.....1917 Laurinburg
279. Finley, G. B.....1915 Marion
280. Fishel, A. L.....1915 Winston-Salem
281. Fisher, Lester.....1917 Statesville
282. Fitchett, C. E.....1916 Dunn
283. Fleming, C. H.....1913 Raleigh
284. Fordham, C. C., Jr.....1925 Greensboro
285. Fordham, C. M.....1909 Greensboro
286. Forrest, B. B.....1933 Hillsboro
287. Foster, Caney.....1912 Weldon
288. Foster, D. W.....1926 West Asheville
289. Foster, J. C. C.....1912 Tryon
290. Fowlkes, W. M.....1913 Enfield
291. Fox, H. S.....1937 Winston-Salem
292. Fox, C. M.....1906 Asheboro
293. Fox, L. G.....1901 Rockingham
294. Fox, J. H.....1939 Asheboro
295. Franklin, K. V.....1928 Raleigh
296. Franklin, O. E.....1897 Boone
297. Frieze, W. S.....1910 Concord
298. Fulenwider, Phifer.....1908 Raleigh
299. Fulghum, R. T.....1907 Kenly

300. Furr, F. L.....1921 Durham
301. Futrelle, W. L.....1912 Wilmington

G

302. Gallaway, Rawley G.....1896 Raleigh
303. Galloway, A. E.....1937 High Point
304. Gamble, J. P.....1921 Monroe
305. Gamble, C. F.....1915 Monroe
306. Gardner, Howard.....1894 Greensboro
307. Gardner, T. L.....1908 Reidsville
308. Gardner, Mrs. W. K.....1925 Charlotte
309. Garner, C. V.....1917 Wilson
310. Garren, F. O.....1928 High Point
311. Garrett, Y. D. (col.).....1920 Durham
312. Gaskins, W. F.....1916 New Bern
313. Gatling, T. R. (col.).....1919 Reidsville
314. Gattis, P. D.....1916 Raleigh
315. Gibson, A. M.....1923 Gibson
316. Gilbert, Laomie.....1903 Benson
317. Gilbert, L. M., Jr.....1937 Benson
318. Gilliam, W. A.....1925 Winston-Salem
319. Glass, P. G.....1925 Kannapolis
320. Glass, W. T., Jr.....1936 Wilmington
321. Glenn, J. S.....1925 Mount Olive
322. Glenn, E. F.....1931 New Bern
323. Glenn, R. A.....1935 Elkin
324. Godfrey, P. V.....1910 Charlotte
325. Godwin, C. F.....1932 Pine Level
326. Gooch, R. L.....1917 Oxford
327. Goode, J. A.....1909 Asheville
328. Goode, B. S.....1923 High Point
329. Goodrum, C. S.....1913 Davidson
330. Gordon, T. W.....1932 Thomasville
331. Gorham, R. S.....1903 Rocky Mount
332. Graham, J. C.....1917 Red Springs
333. Grantham, R. B.....1937 Red Springs
334. Grantham, Hiram.....1889 Red Springs
335. Grantham, L. I.....1910 St. Pauls
336. Grantham, L. B.....1914 Liberty
337. Grantham, G. K.....1895 Dunn
338. Grantham, G. K., Jr.....1928 Dunn
339. Green, C. F.....1899 Wilmington
340. Green, H. C.....1909 Charlotte
341. Greene, J. G.....1901 High Point
342. Greenwood, A. M. (col.).....1924 High Point
343. Gregory, R. T.....1898 Stovall
344. Greyer, Mrs. M. A. B.....1936 Morganton
345. Griffin, W. R.....1929 Old Fort
346. Griffith, Wiltshire.....1907 Hendersonville
347. Grimes, G. D.....1915 Robersonville
348. Grissom, Gilliam.....1889 Raleigh
349. Grove, C. E.....1899 Asheville
350. Guion, C. L.....1921 Aberdeen
351. Guion, C. D.....1916 Cornelius
352. Guion, H. N.....1921 Marshville
353. Guiton, J. A.....1925 Whiteville
354. Gurley, W. B.....1916 Windsor
355. Guthrie, C. H.....1938 Beaufort

H

356. Hair, R. C.....1925 Pineville
357. Hairston, R. S. (col.).....1917 Winston-Salem
358. Hales, R. A., Jr.....1923 Spring Hope
359. Hall, J. M.....1901 Wilmington
360. Hall, J. D.....1904 Scotland Neck
361. Hall, J. P.....1925 Oxford
362. Hall, S. P.....1909 Charlotte
363. Hall, S. B.....1925 Mocksville
364. Hall, S. C.....1924 Oxford
365. Hall, J. M., Jr.....1928 Wilmington
366. Hall, W. F.....1885 Statesville
367. Hall, I. B., Jr. (col.).....1928 Durham
368. Halsey, W. B.....1939 Morganton
369. Ham, F. B.....1934 Greensboro
370. Hamilton, R. L.....1900 Oxford
371. Hamlet, Reginald.....1906 Raleigh
372. Hamlin, V. C. (col.).....1915 Raleigh
373. Hancock, F. W.....1881 Oxford
374. Hand, J. K.....1906 North Charlo
375. Hanson, J. K.....1908 Wilmington
376. Hardee, A. K.....1905 Graham
377. Hardee, A. K., Jr.....1939 Graham
378. Harper, W. L.....1928 Hendersonvil
379. Harper, C. P.....1900 Selma
380. Harper, C. T.....1916 Elm City
381. Harris, J. C.....1924 Durham
382. Harris, W. B.....1932 High Point
383. Harrison, T. N., Jr.....1909 Roanoke Rap
384. Harrison, L. S.....1926 Kinston
385. Hart, J. A.....1906 High Point
386. Hart, G. W.....1909 Winston-Sale
387. Hart, L. W.....1899 China Grove
388. Hart, R. L.....1910 Southern Pin
389. Hartis, G. C.....1934 Charlotte
390. Harville, R. C.....1908 Thomasville
391. Haupt, Edward.....1925 Newton
392. Hawley, F. O., Jr.....1903 Charlotte
393. Hayes, G. E.....1916 Hickory
394. Hayes, W. A.....1937 Durham
395. Haymore, J. B.....1913 Rocky Mount
396. Hays, F. B.....1890 Oxford
397. Haywood, C. L.....1894 Durham
398. Hedgpeth, R. A., Jr.....1925 Lumberton
399. Henderson, A. J. (col.).....1908 Winston-Sale
400. Henderson, G. E.....1927 Concord
401. Hendrix, J. O.....1939 Marion
402. Henry, Mary H. (col.).....1928 Snow Hill
403. Herring, Doane.....1884 Wilson
404. Herring, R. R.....1907 Oxford
405. Herring, N. B.....1917 Wilson
406. Hesterly, L. E.....1910 Hendersonvil
407. Hicks, J. E. F.....1901 Goldsboro
408. Hicks, C. G.....1909 Reidsville
409. Hicks, A. M.....1934 Charlotte
410. Hill, G. L. (col.).....1929 New Bern
411. Hilton, C. M.....1908 Greensboro
412. Hocutt, D. D.....1920 Henderson
413. Hoffman, J. F., Jr.....1914 High Point
414. Hogan, A. L.....1923 Kinston
415. Holding, T. E., Jr.....1913 Wake Forest
416. Holland, H. O.....1914 Apex
417. Holland, W. T.....1905 Mount Holly
418. Hollingsworth, Jos.....1917 Mount Airy
419. Hollowell, W. C.....1936 Greenville
420. Holshouser, J. L.....1929 Chapel Hill
421. Holt, F. A.....1935 Brevard
422. Honeycutt, G. W.....1939 Raleigh
423. Hood, J. C.....1911 Kinston
424. Hood, W. D.....1903 Smithfield
425. Hood, R. T.....1916 Kinston
426. Hood, D. H.....1891 Dunn
427. Hood, P. C.....1913 Dunn

. Hood, H. C.....1909 Smithfield
. Hood, T. R.....1925 Dunn
. Hooper, F. L.....1914 Sylva
. Horne, W. W.....1900 Fayetteville
. Horne, S. R.....1902 Fayetteville
. Horne, C. O'H.....1909 Greenville
. Horne, W. H.....1907 Greenville
. Horsley, H. T.....1915 Belmont
. Horton, J. P.....1921 N. Wilkesboro
. Horton, R. W.....1915 Goldsboro
. House, Joseph.....1910 Beaufort
. Houser, D. O.....1908 Hamlet
. Houser, W. H.....1935 Cherryville
. Howerton, J. L.....1900 Greensboro
. Hoyle, M. H.....1915 Cooleemee
. Hufham, Walter.....1916 Morehead City
. Hughes, J. R.....1912 Madison
. Hunnicutt, F. J.....1910 Durham
. Hunter, J. B.....1910 Charlotte
. Huntley, W. A.....1935 N. Wilkesboro
. Huss, K. W.....1933 Winston-Salem
. Hutchins, J. A.....1910 Winston-Salem

I

. Ingle, R. H.....1913 Charlotte
. Ingle, C. E.....1939 Asheville
. Ingram, L. M.....1920 High Point
. Isler, W. A. (col.).....1914 N. Y. C., N. Y.
. Isler, J. H. (col.).....1928 Charlotte

J

. Jackson, J. C.....1928 Lumberton
. Jackson, Leonidas.....1924 Erwin
. Jacocks, F. G.....1899 Elizabeth City
. James, A. A.....1909 Winston-Salem
. James, S. T. (col.).....1907 Durham
. James, C. J.....1929 Hillsboro
. Jarrett, L. M.....1910 Biltmore
. Jenkins, J. V.....1905 Asheville
. Jenkins, Sam.....1928 Walstonburg
. Jenkins, L. W.....1908 Greensboro
. Jernigan, R. W.....1914 Chapel Hill
. Jetton, W. A.....1905 Davidson
. Johnson, G. P.....1927 Jacksonville
. Johnson, W. L.....1924 Raleigh
. Johnson, J. E., Jr.....1924 Lumberton
. Johnson, W. R.....1920 Raleigh
. Johnson, J. H.....1917 N. Wilkesboro
. Johnson, W. S.....1933 Rocky Mount
. Johnson, A. S.....1899 Smithfield
. Johnson, T. B.....1936 Hickory
. Johnson, W. W.....1936 Fuquay Springs
. Jones, G. H.....1939 Zebulon
. Jones, H. E. (col.).....1904 Asheville
. Jones, W. H. (col.).....1929 Middletown, N. J
. Jones, Alpheus.....1911 Warrenton
. Jones, J. Hunter.....1913 Haw River
. Jordan, D. L.....1921 Raleigh
. Joyner, J. D.....1914 Gastonia

K

. Kellam, R. A.....1898 High Point
. Kelly, G. C.....1926 Lillington
. Kendall, B. H.....1900 Shelby
. Kerner, L. C.....1902 Henderson
. Kerr, James.....1909 High Point
488. Kessler, M. M.....1939 Charlotte
489. Key, H. J.....1938 Norfolk, Va.
490. Kibler, R. E.....1907 Morganton
491. King, H. L.....1902 Durham
492. King, C. H.....1904 Durham
493. King, J. R.....1909 E. Durham
494. King, B. F.....1928 Hickory
495. Kirby, G. S., Jr.....1920 Marion
496. Kirby, K. A.....1914 Raleigh
497. Knight, C. V.....1911 Wilson
498. Knight, R. S., Jr.....1924 Columbia
499. Koonce, J. E.....1907 Chadbourn
500. Koonce, T. R.....1915 Wilmington
501. Koonts, A. A.....1931 High Point
502. Kritzer, E. L.....1931 Albemarle
503. Kunkle, A. B.....1925 Conover

L

504. Lafferty, P. M.....1908 Concord
505. Lamm, L. M.....1923 Mount Airy
506. Lane, W. C.....1911 Sanford
507. Lane, W. A.....1907 Winston-Salem
508. Langdon, R. E.....1923 Maxton
509. Langdon, Roscoe.....1936 Wilmington
510. Lasley, M. I.....1916 Winston-Salem
511. Layton, C. C.....1921 High Point
512. Lazarus, Joseph.....1928 Sanford
513. Lea, V. D.....1920 Durham
514. Lea, L. J.....1908 Laurinburg
515. Leavister, T. O.....1905 Raleigh
516. Lebos, M. S.....1938 Asheville
517. Ledbetter, E. D.....1917 Chapel Hill
518. Lee, P. A.....1903 Dunn
519. Leggett, W. A.....1896 Edenton
520. Le Mon, H. H. (col.).....1925 High Point
521. Lever, T. H.....1928 Charlotte
522. Lewis, W. E.....1907 Mt. Olive
523. Lewis, H. R.....1912 Asheville
524. Lewis, W. C.....1937 Mount Olive
525. Libbons, T. A.....1936 New Bern
526. Liles, W. A.....1917 Durham
527. Link, F. P.....1938 Reidsville
528. Linn, T. L.....1938 Landis
529. Lisk, D. C.....1909 Charlotte
530. Lloyd, T. P.....1920 Chapel Hill
531. Loftin, J. U.....1909 Albemarle
532. Lord, C. A.....1909 Asheville
533. Lovett, H. E.....1935 Liberty
534. Lowry, W. A.....1919 Washington, D.C.
535. Lunn, F. H.....1912 Winston-Salem
536. Lutterloh, I. H., M.D.....1891 Sanford
537. Lutz, H. C.....1907 Hickory
538. Lynch, W. F.....1939 Durham
539. Lynch, N. W.....1904 McColl, S. C.
540. Lyon, R. P.....1907 Charlotte
541. Lyon, J. F.....1929 Durham
542. Lyon, O. H.....1912 Ayden
543. Lyon, F. F.....1914 Oxford

M

544. Macon, A. B.....1915 Mount Airy
545. Malone, C. E.....1912 Salisbury
546. Maness, R. C.....1932 Greensboro
547. Markham, G. W.....1928 Washington, D.C.
548. Marsh, N. F.....1906 Asheboro
549. Marston, R. H.....1913 Charlotte

550. Martin, Dr. S. L.....1892 Leaksville
551. Martin, S. L., Jr.....1915 Leaksville
552. Martin, A. N.....1920 Roanoke Rapids
553. Mathes, T. J.....1912 Durham
554. Matthews, J. I.....1937 Wallace
555. Matthews, G. E.....1900 Fayetteville
556. Matthews, W. F.....1910 Randleman
557. Matthews, W. F., Jr.....1936 Columbia, S. C.
558. Matthews, C. E., Jr.....1907 Roanoke Rapids
559. Matthews, W. McD.....1927 Alexandria, Va.
560. Mattocks, A. M.....1910 Greensboro
561. Mauney, W. McC.....1925 Murphy
562. May, T. H.....1912 Pittsburgh, Pa.
563. McAllister, H. C.....1935 Chapel Hill
564. McBane, T. W.....1916 Pittsboro
565. McBane, J. O. D.....1921 Pittsboro
566. McBryde, R. V.....1937 Fayetteville
567. McCain, Rebekah M.....1937 Kannapolis
568. McCollum, N. H., Jr.....1935 Spray
569. McCombs, L. M.....1932 Petersburg, Va.
570. McCrimmon, D. D.....1926 Hemp
571. McCrummen, D. C.....1925 Aberdeen
572. McDonald, A. H.....1910 W. Durham
573. McDonald, W. R., Jr.....1924 Hickory
574. McDowell, N. O.....1921 Scotland Neck
575. McDuffie, Roger A.....1914 Greensboro
576. McFalls, O. W.....1939 Pomona
577. McKay, D. McN.....1895 Durham
578. McKay, J. W.....1914 Hazelwood
579. McKeel, C. B.....1889 Columbia
580. McKenzie, L. McK.....1915 Lumberton
581. McKesson, L. W.....1902 Statesville
582. McKnight, L. E.....1909 Fayetteville
583. McLean, G. W.....1937 Dunn
584. McLelland, J. H.....1909 Troutman
585. McManus, M. T. Y.....1911 Winston-Salem
586. McMillan, B. F., Jr.....1915 Lumberton
587. McMinn, J. M.....1881 Asheville
588. McNair, R. T.....1938 Rockingham
589. McNair, W. R.....1902 Henderson
590. McNeely, M. C.....1916 Greensboro
591. McNeil, G. McK.....1902 Rowland
592. McNeill, A. D.....1930 Norwood
593. McNeill, G. R.....1905 Whiteville
594. McNeill, L. J.....1934 Rutherfordton
595. Mebane, W. M.....1920 Wilmington
596. Melvin, P. J.....1920 Roseboro
597. Melvin, M. B.....1924 Raleigh
598. Merrill, E. E.....1931 Southern Pines
599. Merritt, N. H.....1915 Durham
600. Miles, M. C.....1917 Henderson
601. Miller, E. H.....1898 Mooresville
602. Miller, C. M.....1916 Wallace
603. Miller, W. W.....1921 Kinston
604. Millican, A. G.....1916 Wilmington
605. Millis, A. E.....1937 Durham
606. Mills, J. C.....1921 Cliffside
607. Mills, J. A.....1915 Tabor City
608. Missildine, E. E.....1900 Tryon
609. Mitchell, H. G.....1913 Burlington
610. Mitchell, C. P.....1915 Orangeburg, S. C.
611. Michell, F. T.....1926 Fairmont
612. Mitchell, J. D.....1936 Kannapolis
613. Mitchener, J. A.....1897 Edenton
614. Mitchener, J. A., Jr.....1937 Edenton
615. Mitchener, Mary N.....1936 Edenton
616. Moir, A. L.....1916 Loris, S. C.
617. Montague, G. W.....1903 Durham
618. Moore, E. E.....1922 Granite Falls
619. Moore, T. J.....1926 Wilson
620. Moore, A. R.....1920 Wilson
621. Moore, H. P.....1927 Charlotte
622. Moore, B. C.....1897 Rocky Mount
623. Moore, J. P.....1911 Goldsboro
624. Moore, M. A.....1926 Tarboro
625. Moose, H. A.....1928 Mount Pleasa
626. Moose, G. K.....1914 Boone
627. Morgan, R. S.....1908 Spruce Pine
628. Morris, A. F.....1938 Troy
629. Morrison, M. S.....1906 Wilson
630. Morrow, W. E. (col.).....1924 Greensboro
631. Morton, J. X., M.D.....1909 Faison
632. Moss, F. M.....1933 Cramerton
633. Mull, J. E.....1918 Winston-Sale
634. Mullen, L. S.....1912 Asheville
635. Munday, C. C.....1913 Taylorsville
636. Mundy, J. C.....1921 Salisbury
637. Murchison, E. E.....1912 Rocky Mount
638. Murphrey, L. W.....1913 Rocky Mount
639. Murphy, C. L.....1917 Salisbury
640. Murphy, J. C.....1911 Waynesville
641. Murr, G. F.....1930 Thomasville
642. Murrell, H. F.....1936 Southern Pine

N

643. Nance, J. S.....1922 Charlotte
644. Neal, C. L.....1934 N. Philadelph Pa.
645. Neil, J. W. (Ass't).....1937 Shelby
646. Neville, Augustus, Jr.....1928 Goldsboro
647. Newsome, H. C.....1917 Winston-Sale
648. Nicholson, A. T.....1904 Tarboro
649. Nicholson, M. A.....1910 Troy
650. Nicholson, E. N.....1932 Murfreesboro
651. Norman, Dr. J. S.....1903 Hickory
652. Nottingham, G. S.....1901 Norfolk, Va.
653. Nowell, Edwin.....1906 Asheville
654. Nowell, W. R.....1910 Wendell

O

655. Oakley, C. H.....1928 Roxboro
656. Oates, C. C., Jr.....1938 Hendersonvill
657. O'Daniel, J. S.....1939 Lenoir
658. O'Hanlon, E. W.....1891 Winston-Sale
659. O'Neal, W. P.....1926 Belhaven
660. Overman, H. S.....1907 Elizabeth City

P

661. Page, B. F.....1901 Raleigh
662. Page, C. E., Jr.....1938 Henderson
663. Palmer, A. W.....1924 Sanford
664. Parker, R. S.....1906 Murphy
665. Parker, W. W., Jr.....1923 Henderson
666. Parker, N. M. (col.).....1929 Jacksonville
667. Parker, R. H.....1905 Durham
668. Parks, W. A.....1938 Fort Mills
669. Parrish, L. F.....1931 Wilson
670. Patterson, W. D.....1901 Kernersville
671. Peace, J. H.....1936 Asheville
672. Peacock, M. A.....1909 Benson
673. Pearson, M. E. (col.).....1911 Durham
674. Perry, E. B.....1901 Littleton

75. Perry, W. M.....1902 Elizabeth City
76. Perry, H. H. (col.).....1894 Fayetteville
77. Perry, W. R. (col.).....1931 Burlington
78. Perry, D. L. (col.).....1912 Fayetteville
79. Person, T. E., M.D.....1906 Stantonsburg
80. Petrea, F. S.....1920 Greensboro
81. Phifer, B. R.....1928 Monroe
82. Phillips, J. E.....1934 High Point
83. Phillips, M. B.....1920 Albemarle
84. Phillips, O. J.....1938 Albemarle
85. Phillips, W. P.....1926 Morganton
86. Pickelsimer, J. B.....1908 Brevard
87. Pierce, J. S.....1920 Rocky Mount
88. Pigott, D. S.....1926 New Bern
89. Pike, J. W., Jr.....1939 Concord
90. Pike, Miss Mary Nancy.....1936 Concord
91. Pilkington, G. R.....1897 Pittsboro
92. Pilkington, E. L.....1939 Pine Level
93. Pinnix, W. M.....1907 New Bern
94. Pinnix, J. M.....1904 Kernersville
95. Pleasants, F. R.....1896 Louisburg
96. Polk, J. B.....1910 Salisbury
97. Poole, L. B.....1924 Thomasville
98. Porter, C. D.....1915 Concord
99. Porter, Ernest.....1912 Concord
00. Powell, J. C.....1915 Winston-Salem
01. Powers, L. B.....1908 Raleigh
02. Pressly, C. P.....1939 Charlotte
03. Price, H. G.....1938 Raleigh
04. Price, S. H.....1920 Mooresville
05. Pritchard, J. M.....1918 Chapel Hill
06. Puckett, U. S.....1935 Stovall
07. Pugh, E. S.....1922 Windsor
08. Purcell, S. M.....1900 Salisbury
09. Purcell, D. C.....1936 Salisbury

Q

10. Quinn, F. D.....1908 Shelby

R

11. Raker, W. G.....1926 Belmont
12. Rankin, W. B.....1939 Boone
13. Ratley, W. A.....1931 Goldsboro
14. Ray, E. L.....1916 Asheboro
15. Ray, Fred'k, Jr.....1932 Sanford
16. Reaves, L. E.....1897 Raeford
17. Reaves, L. E., Jr.....1930 Fayetteville
18. Reaves, H. C.....1936 Raeford
19. Reeves, Jefferson.....1923 Waynesville
20. Register, M. O.....1932 Clinton
21. Reid, S. H.....1916 Washington
22. Reinheardt, R. L.....1910 Forest City
23. Reins, C. C.....1912 Winston-Salem
24. Rhineheardt, C. B.....1912 Asheville
25. Rhodes, J. F.....1939 Charlotte
26. Rhodes, Cader.....1911 Raleigh
27. Rhodes, W. F.....1926 Charlotte
28. Rhyne, W. F.....1909 Gastonia
29. Rice, L. D.....1925 Maxton
30. Richardson, W. R.....1931 Boone
31. Richardson, O. K.....1930 Elkin
32. Richardson, L. W.....1907 Goldsboro
33. Ridenhour, D. G.....1912 Mt. Gilead
34. Riggan, R. D.....1907 Raleigh
35. Rigsbee, E. L.....1939 Durham
36. Rimmer, E. F.....1912 Charlotte
737. Rimmer, R. M.....1921 Franklin
738. Ring, C. A.....1905 High Point
739. Ring, L. B.....1904 Black Mountain
740. Ring, C. A., Jr.....1928 High Point
741. Rittenburg, R. S.....1932 Charlotte
742. Rives, H. L.....1915 Bethel
743. Roberson, Culas.....1929 Spray
744. Roberson, J. G.....1914 Hertford
745. Roberts, Herschel.....1918 Weaverville
746. Robertson, E. Guy.....1910 Huntington, W. Va.
747. Robinson, Carlton.....1934 Winston-Salem
748. Robinson, G. C.....1906 Richmond, Va.
749. Robinson, J. L.....1907 Belmont
750. Robinson, D. P.....1936 Henderson
751. Robinson, T. R., Jr.....1938 Goldsboro
752. Rogers, R. P.....1912 Durham
753. Rogers, W. F.....1912 Durham
754. Rose, I. W.....1906 Chapel Hill
755. Rosenbaum, C. D.....1915 Tarboro
756. Ross, H. C.....1926 Winston-Salem
757. Rouse, L. L.....1935 Fayetteville
758. Roycroft, W. R.....1925 Coats
759. Rudisill, J. S.....1908 Forest City
760. Russell, J. M., Jr.....1939 Canton

S

761. Salley, W. M.....1910 Asheville
762. Salling, A. T.....1910 Wilmington
763. Sample, W. A.....1908 Statesville
764. Saunders, A. J.....1912 McAdenville
765. Sanford, R. D.....1916 Charlotte
766. Sappenfield, W. A.....1908 Concord
767. Sauls, M. M.....1903 Ayden
768. Scoggin, L. E.....1905 Louisburg
769. Scoggin, L. E., Jr.....1931 Louisburg
770. Scroggs, F. H.....1926 Richmond, Va.
771. Scruggs, B. P.....1916 Rutherfordton
772. Seagle, F. M.....1905 Charlotte
773. Sedberry, H. S.....1892 Rocky Mount
774. Sedberry, H. B.....1904 Elizabeth City
775. Selden, J. S.....1928 Weldon
776. Senter, P. L.....1921 Carrboro
777. Sewell, G. L.....1926 Kinston
778. Shade, I. A. (col.).....1906 Wilson
779. Shaw, R. S.....1917 Scotland Neck
780. Shell, J. E.....1896 Lenoir
781. Shelton, C. F.....1905 Fairmont
782. Sheppard, J. W.....1896 Charlotte
783. Shook, Eulon.....1918 Hickory
784. Shore, M. L.....1902 Apex
785. Shuford, L. D.....1924 Kings Mountain
786. Simmons, W. C.....1939 Hickory
787. Simmons, H. R.....1931 Lumberton
788. Singletary, F. B.....1914 Greensboro
789. Singletary, W. O.....1901 Winston-Salem
790. Sisk, C. J.....1924 Bryson City
791. Sisk, C. T., M.D.....1902 Bryson City
792. Sitison, J. A.....1927 Mount Airy
793. Sloan, F. A.....1900 Marion
794. Sloan, W. L.....1939 Graham
795. Sloop, L. L.....1901 Spencer
796. Sloop, M. B.....1928 China Grove
797. Smith, F. L.....1917 Winston-Salem
798. Smith, F. T.....1887 Franklin
799. Smith, C. H.....1899 Charlotte

800. Smith, Casper....1911 Wilson
801. Smith, H. E....1938 Conover
802. Smith, T. E....1928 Goldsboro
803. Smith, Leon....1912 Kannapolis
804. Smith, W. O....1908 Arlington, Va.
805. Smith, O. W....1937 Pilot Mountain
806. Smith, W. J....1937 Chapel Hill
807. Sparks, J. E....1926 Pinetops
808. Stamps, J. N....1929 High Point
809. Stainback, T. E....1914 Henderson
810. Stanback, T. M....1905 Spencer
811. Stancil, J. H....1912 Raleigh
812. Stanley, V. E....1934 Charlotte
813. Stephens, J. L., M.D. (col.)....1915 Cleveland, Ohio
814. Stephenson, E. V....1938 Madison
815. Stevenson, J. T....1917 Elizabeth City
816. Stewart, W. M....1903 Charlotte
817. Stimson, J. H....1910 Statesville
818. Stone, B. F....1929 Elizabethtown
819. Stone, E. V....1932 Mount Holly
820. Stone, W. L....1922 Franklinton
821. Stowe, L. H....1908 Charlotte
822. Stowe, H. R....1910 Charlotte
823. Stowe, C. D....1917 Asheville
824. Streetman, J. W....1894 Marion
825. Strickland, C. B....1932 Fayetteville
826. Strowd, Dortch....1929 Kinston
827. Suggs, R. B....1905 Belmont
828. Sullivan, L. S....1928 Winston-Salem
829. Summey, P. B....1917 Mount Holly
830. Summey, K. N....1910 Mount Holly
831. Sumney, Ptolemy....1903 Dallas
832. Suominen, M. M....1939 Johnson City, Tenn.
833. Suttle, J. A....1906 Shelby
834. Suttlemyre, C. P....1935 Charlotte
835. Suttlemyre, P. J....1914 Hickory
836. Sutton, J. L....1914 Chapel Hill
837. Swaney, C. A....1924 Winston-Salem
838. Swaringen, DeWitt C....1897 China Grove
839. Swindell, E. S....1911 Durham
840. Sykes, R. J....1907 Greensboro

T

841. Tally, H. A....1905 Wilmington
842. Tarkenton, E. L....1901 Wilson
843. Tart, D. W....1906 Roseboro
844. Tate, D. O....1935 Albemarle
845. Tate, E. H....1925 Lenoir
846. Tatum, J. M....1928 Asheville
847. Taylor, C. A....1908 Washington, N.C.
848. Taylor, D. G....1910 Spray
849. Taylor, W. P....1912 Roanoke Rapids
850. Taylor, J. C....1917 Durham
851. Taylor, L. B....1928 Conway
852. Taylor, N. T....1936 Raleigh
853. Taylor, H. T. (Ass't)....1937 Tarboro
854. Templeton, G. S....1926 Mooresville
855. Tennant, W. D., Jr....1926 Charlotte
856. Thomas, J. I....1939 Smithfield
857. Thomas, W. G., Jr....1911 Varina
858. Thomas, E. E....1913 Roxboro
859. Thomas, E. R....1902 Erwin
860. Thomas, P. L....1931 Roxboro
861. Thompson, A. J....1902 Badin
862. Thompson, C. P....1936 Burlington
863. Thompson, J. L....1925 Reidsville
864. Thompson, Paul H....1924 Fairmont
865. Thornton, W. H....1914 Newton
866. Thornton, Y. P....1939 Goldsboro
867. Tilley, J. E....1923 Winston-Salem
868. Tingen, W. Z....1917 Charlotte
869. Toms, B. C....1911 Salisbury
870. Townsend, J. H....1910 Red Springs
871. Townsend, E. F....1900 Red Springs
872. Trent, J. A....1913 Danville, Va.
873. Tripp, G. O....1923 Raleigh
874. Trotter, J. R....1906 Salisbury
875. Tucker, W. M....1899 High Point
876. Tugwell, J. B....1903 Marshville
877. Tunstall, J. P....1939 Washington
878. Turlington, J. E....1915 Lumberton
879. Turner, S. M....1938 Burlington
880. Turnmire, A. P....1921 Mount Airy
881. Tuttle, B. M....1916 Angier
882. Tyson, J. W....1937 Asheboro
883. Tyson, W. B....1938 Rocky Mount

U

884. Umstead, O. L....1931 Wilmington
885. Upchurch, M. T....1934 Smithfield
886. Usher, J. T....1931 Greensboro

V

887. Vinson, E. L....1908 Halifax
888. Vinson, J. T....1914 Goldsboro

W

889. Walker, A. DuV....1925 Wilmington
890. Walker, B. W....1917 Spring Hope
891. Walker, H. W....1923 Norlina
892. Walker, H. L....1929 Summerfield
893. Wallace, A. C....1924 Star
894. Walton, R. C....1916 Raleigh
895. Ward, E. H....1914 Tarboro
896. Ward, W. A....1924 Swannanoa
897. Ward, B. R....1931 Goldsboro
898. Warlick, Dr. E. S....1889 Asheville
899. Warren, L. A....1917 Garland
900. Warren, L. A., Jr....1939 Wilmington
901. Warren, B. S....1908 Greenville
902. Warren, J. C....1915 Benson
903. Warren, B. G....1926 Charlotte
904. Waters, G. W., Jr....1910 Goldsboro
905. Waters, P. V....1939 Mooresville
906. Watkins, W. O....1905 Rutherfordton
907. Watson, H. P., Jr....1912 Winston-Salem
908. Watson, Richard....1924 Hendersonville
909. Watson, J. W....1938 Wilmington
910. Watson, R. N....1938 Jonesboro
911. Way, J. A., Jr....1938 Concord
912. Webb, Paul....1898 Shelby
913. Webb, C. I....1903 Charlotte
914. Webb, E. L....1907 Thomasville
915. Webb, T. P., Jr....1932 Shelby
916. Welborne, W. F....1902 Lexington
917. Welch, W. D., Jr....1930 Washington
918. Welfare, S. E....1905 Winston-Salem
919. Wells, V. D....1939 Raleigh
920. Wells, R. R....1934 Shelby
921. Wessells, N. E....1924 Roanoke, Va.
922. West, J. F....1915 Winston-Salem

West, W. L.....1925 Roseboro
Wharton, L. A.....1909 Gibsonville
Wheeler, C. R.....1919 Winston-Salem
Wheless, J. M.....1901 Farmville
Wheless, J. M., Jr.....1934 Farmville
White, C. B.....1928 Henderson
White, D. F.....1928 Mebane
White, J. A.....1900 Mooresville
White, H. G.....1903 Elm City
White, W. R.....1910 Warrenton
White, G. S.....1910 Lexington
White, John Albert.....1922 Jonesboro
White, E. S.....1921 Burlington
White, J. E.....1913 Raleigh
White, J. I.....1917 Burlington
White, J. J.....1928 Henderson
White, J. S.....1921 Mebane
Whitehead, C. R.....1924 Ramseur
Whitehead, J. D., Jr.....1912 Enfield
Whiteley, R. S.....1934 Greensboro
Whiteley, I. C.....1938 Morganton
Whitford, C. P.....1929 Washington, N.C.
Whitley, J. R.....1916 Mars Hill
Whitley, H. E.....1930 Concord
Whitley, W. Y.....1939 Fremont
Wiggins, W. W.....1916 Raleigh
Wilkerson, I. O.....1911 Greensboro
Wilkins, W. R.....1904 Mocksville
Williams, M. P.....1902 Charlotte
Williams, S. W.....1898 Raleigh
Williams, A. H. A.....1910 Oxford
Williams, M. V. B.....1916 Winston-Salem
Williams, J. C.....1921 Bessemer City
Williamson, C. M.....1926 Laurinburg
Williamson, J. W.....1921 Salisbury
Willis, Beatrice Averitt.....1922 Fayetteville
Willis, R. M.....1922 Southpert
Wilson, W. A.....1930 Belton, S. C.
Wilson, T. V.....1924 Hendersonville
Wilson, T. H.....1909 Cramerton
Wilson, W. B.....1912 Hendersonville
Wilson, L. R.....1916 Lowell
Wilson, G. S.....1921 Belmont
Wimberley, R. E. (col.).....1920 Raleigh
Winders, H. M.....1925 Farmville
Witherspoon, E. A. (col.).....1927 Memphis, Tenn.
Wohlford, H. W.....1910 Charlotte
Wolfe, W. S.....1913 Mount Airy
Wolfe, J. C.....1905 Hickory
Womble, D. J.....1924 Raleigh
Womble, L. N., Jr.....1936 Rocky Mount
Wood, E. H.....1905 New Bern
Woodard, E. V.....1914 Selma
Woodard, B. P.....1939 Fayetteville
Woolard, E. W.....1915 Henderson
Wootten, G. R.....1896 Hickory
Wooten, J. W. F.....1926 Fayetteville
Worthington, E. C.....1917 Washington
Worthy, F. S.....1905 Washington
Wrike, W. C.....1921 Graham
Wynne, W. M. (col.).....1930 Warrenton

Y

Yancey, D. C. (col.).....1926 Wilson
Yancey, L. A. (col.).....1908 Charlotte
Yates, C. L.....1909 Charlotte
Yoder, C. R.....1908 Newton
Young, C. T.....1905 Greenville

Z

Zoeller, E. V.....1881 Tarboro

Pharmacists Registered by Reciprocity

June 1, 1940

A

990. Adair, W. H.....1924 Roxboro
From Alabama
991. Airheart, W. T.....1934 Concord
From Georgia
992. Allen, W. D.....1936 Old Fort
From Virginia
993. Alston, M. J. (col.).....1923 Sanford
From Tennessee
994. Andes, G. E.....1928 Wadesboro
From Virginia
995. Artice, A. R. (col.).....1928 Raleigh
From Pennsylvania

B

996. Berry, L. B.....1933 Winston-Salem
From Oklahoma (Re-reg.)
997. Bigham, R. H.....1935 Lexington
From South Carolina
998. Bissette, P. B.....1923 Wilson
From Virginia
999. Black, O. R.....1927 Bessemer City
From Arizona
1000. Blackman, B. L.....1925 Statesville
From South Carolina (Re-reg.)
1001. Bobst, H. R.....1930 Brevard
From New Jersey (Re-reg.)
1002. Bolinger, C. E.....1927 Asheville
From Georgia
1003. Booth, G. D.....1936 Durham
From South Carolina (Re-reg.)
1004. Bradford, C. H.....1936 Greensboro
From South Carolina
1005. Brakebill, R. L.....1928 Asheville
From Tennessee
1006. Brison, J. E.....1933 Gastonia
From South Carolina
1007. Bullock, Clifton.....1935 Avondale
From Connecticut
1008. Burlage, H. M.....1937 Chapel Hill
From Washington
1009. Burrus, S. B.....1923 Canton
From Georgia
1010. Butler, A. E.....1936 Raleigh
From South Carolina

C

1011. Cagle, C. V.....1924 Greensboro
From Georgia
1012. Cain, C. M.....1929 Caroleen
From South Carolina
1013. Caldwell, P. L.....1925 Wilmington
From Georgia
1014. Callahan, E. F.....1919 Hillsboro
From South Carolina
1015. Cameron, W. L.....1933 Raeford
From South Carolina

1016. Carothers, T. R.....1926 Charlotte
From South Carolina
1017. Chandler, E. O.....1930 Leaksville
From Virginia
1018. Civil, J. K.....1935 Charlotte
From South Carolina
1019. Clark, Dr. R. W.....1937 Rahway, N. J.
From Wisconsin
1020. Cole, T. R.....1924 Pinehurst
From Georgia
1021. Comar, W. A.....1928 Laurinburg
From South Carolina (Re-reg.)
1022. Cook, D. B. (col.).....1919 Weldon
From Tennessee
1023. Cooley, F. R.....1938 Raleigh
From Georgia
1024. Cornelius, R. E.....1932 Charlotte
From Ohio (Re-reg.)
1025. Cousins, W. G.....1924 Charlotte
From Pennsylvania
1026. Cox, R. O.....1923 Detroit, Mich.
From Michigan
1027. Crabtree, W. A.....1923 Sanford
From Georgia
1028. Cromley, R. I.....1937 Raleigh
From Georgia
1029. Cunningham, W. E.....1927 Pinehurst
From Massachusetts

D

1030. Davis, C. E., Jr.....1939 Asheville
From South Carolina
1031. Day, L. G.....1930 Spruce Pine
From South Carolina
1032. Dennis, C. M.....1928 Shelby
From South Carolina
1033. Dodd, C. N.....1932 Raleigh
From Virginia (Re-reg.)
1034. Dosher, G. R.....1935 Southport
From Massachusetts
1035. Driggers, Earle.....1927 Winston-Salem
From Georgia

E

1036. Eadie, E. B.....1938 Charlotte
From South Carolina
1037. Early, A. J.....1939 Robersonville
From Virginia
1038. Easley, W. V. (col.).....1935 Whiteville
From District of Columbia
1039. Edmonds, M. M.....1940 Charlotte
From Missouri
1040. Elson, J. R.....1929 Enka
From West Virginia
1041. Evans, W. B.....1923 Enka
From Texas

F

1042. Feagin, E. L.....1923 Hendersonville
From Alabama
1043. Fearrington, T. B.....1924 Hickory
From Mississippi (Re-reg.)
1044. Fixel, L. G.....1938 Greensboro
From Virginia
1045. Fulmer, P. A.....1940 Hendersonville
From South Carolina

G

1046. Gilbert, W. B.....1921 Raleigh
From Georgia
1047. Gillikin, C. E.....1931 Kenly
From South Carolina
1048. Glenn, A. L.....1922 Derita
From Alabama
1049. Gooden, D. T.....1926 Grottoes, Va.
From Virginia
1050. Griffin, Octavus.....1926 Roanoke Rapids
From Virginia

H

1051. Hall, H. B. (col.).....1932 Winston-Salem
From Alabama
1052. Ham, T. J., Jr.....1922 Yanceyville
From Virginia
1053. Hamlin, J. T. (col.).....1922 Raleigh
From West Virginia
1054. Hammond, H. A.....1937 High Point
From South Carolina
1055. Harden, Wilkins.....1936 Raleigh
From Arkansas
1056. Hardwicke, St. J. H.....1923 Wake Forest
From South Carolina
1057. Henriksen, H. E.....1939 Millan, Ga.
From South Carolina
1058. Hertzog, C. W.....1935 Durham
From South Carolina
1059. Holroyd, R. McT.....1927 Whiteville
From West Virginia
1060. Horn, Joseph.....1939 Winston-Salem
From Ohio
1061. Hough, J. T.....1923 Davidson
From South Carolina
1062. Hubbard, Estill.....1938 Hendersonville
From Kentucky

I

1063. Irvin, O. L.....1924 Concord
From Georgia

J

1064. Jackson, O. J. (col.).....1930 Goldsboro
From Tennessee
1065. Jenkins, W. I.....1931 Biscoe
From Virginia (Re-reg.)
1066. Johnson, R. J.....1924 Asheville
From South Carolina
1067. Johnson, O. L.....1935 Charlotte
From Maryland
1068. Johnson, L. O.....1926 Florence, S.C.
From South Carolina
1069. Joiner, L. B.....1920 Salisbury
From South Carolina
1070. Joiner, A. E.....1923 High Point
From Georgia
1071. Jones, J. L.....1922 Canton
From Georgia
1072. Jones, Dolan.....1925 Monroe
From Georgia
1073. Jones, M. L.....1937 Asheville
From Tennessee

K

1074. Keenum, R. F.....1919 Kings Mountain
From Tennessee
1075. King, C. D.....1940 Charleston, S. C.
From Georgia
1076. King, W. M. (col.).....1919 Winston-Salem
From South Carolina
1077. Kirkpatrick, G. L.....1927 Black Mountain
From South Carolina

L

1078. Lamar, W. L., Jr.....1923 Albemarle
From Alabama
1079. Lamar, W. M.....1939 Fayetteville
From Alabama
1080. Lasley, C. G.....1934 Winston-Salem
From Pennsylvania

M

1081. Matthews, G. W.....1920 Asheville
From South Carolina
1082. McBride, T. L.....1919 Marshville
From Pennsylvania
1083. McDiarmid, D. P.....1940 Black Mountain
From Alabama
1084. McDonald, H. E.....1939 Seneca, S. C.
From South Carolina
1085. McGahee, G. L.....1922 Asheville
From Georgia
1086. McGhee, G. L.....1922 Charlotte
From Georgia (Re-reg.)
1087. McLean, E. J.....1934 Durham
From Georgia
1088. McMillan, C. C.....1934 Asheville
From Alabama
1089. Medford, DeV. K.....1926 Clyde
From Oklahoma
1090. Merriman, W. D.....1928 Charlotte
From South Carolina
1091. Miller, A. J.....1925 Hendersonville
From Michigan
1092. Miller, R. E.....1935 Whiteville
From South Carolina
1093. Miller, L. D.....1939 Winston-Salem
From Indiana
1094. Mills, R. S., Jr.....1921 Draper
From Tennessee
1095. Mitchell, C. E.....1934 Highlands
From South Carolina
1096. Mock, C. H.....1939 Waynesville
From Tennessee
1097. Mooneyham, A. O.....1919 Asheville
From Alabama (Re-reg.)
1098. Mooneyham, O. J.....1928 Avondale
From Georgia
1099. Moose, W. L.....1926 Hendersonville
From Maryland
1100. Moore, A. L.....1927 Asheville
From Georgia

N

1101. Neal, F. F.....1938 Ahoskie
From Ohio
1102. Noell, R. J.....1938 Asheville
From Georgia
1103. Norman, J. P.....1924 Greensboro
From Virginia (Re-reg.)

O

1104. O'Brien, J. I.....1918 Pinehurst
From Massachusetts
1105. Oliver, E. W.....1933 Greensboro
From Alabama
1106. Oliver, P. M., Jr.....1936 High Point
From South Carolina
1107. Owen, F. R.....1935 Tryon
From Georgia

P

1108. Pope, A. R.....1931 Black Mountain
From Georgia (Re-reg.)
1109. Porter, J. D.....1931 Franklin
From Georgia
1110. Prince, R. M.....1929 Charlotte
From South Carolina (Re-reg.)

R

1111. Reamer, I. T.....1931 Durham
From Maryland
1112. Rigby, J. N.....1928 Ahoskie
From South Carolina
1113. Robinson, H. H.....1924 Elizabethtown
From Virginia (Re-reg.)
1114. Rollins, E. W.....1935 Winston-Salem
From South Carolina

S

1115. Sanders, C. A.....1937 Timmonsville,
From South Carolina S. C.
1116. Sappenfield, J. A.....1924 Kannapolis
From Georgia
1117. Saunders, L. S.....1926 Wilmington
From Virginia
1118. Savage, Robert.....1928 Pilot Mountain
From Maryland
1119. Sawyer, R. B.....1925 High Point
From Colorado
1120. Saxon, H. A.....1930 Yonkers, N. Y.
From Georgia
1121. Scruggs, R. G.....1919 Asheville
From Georgia
1122. Sheider, G. A.....1918 West Asheville
From Georgia
1123. Sherard, J. F.....1920 Burlington
From South Carolina
1124. Sherrod, W. I.....1936 Miami Beach,
From Tennessee Fla.
1125. Shigley, H. H.....1934 Asheville
From Ohio
1126. Sloan, R. R.....1927 Rutherfordton
From Virginia
1127. Smith, J. M.....1925 Spartanburg,
From Wisconsin S. C.
1128. Smith, V. F.....1929 Greensboro
From Missouri
1129. Smith, J. P. F.....1923 West End
From South Carolina
1130. Sparkman, D. D., Jr.....1931 Warsaw
From Virginia
1131. Spencer, B. W., Jr.....1932 Durham
From South Carolina

1132. Spencer, R. B.....1932 Raleigh
From Virginia
1133. Stacy, L. B.....1928 Gastonia
From Georgia
1134. Stone, B. M.....1936 Charlotte
From Florida
1135. Summerlin, A. R.....1925 Laurinburg
From South Carolina

T

1136. Tainter, D. W.....1931 Marion
From Tennessee
1137. Taylor, H. R. (col.).....1938 Tarboro
From Tennessee
1138. Thomas, F. E.....1938 Charlotte
From Alabama
1139. Thompson, J. V.....1924 East Flat Rock
From South Carolina
1140. Thompson, G. Miller.....1933 Rocky Mount
From Oklahoma
1141. Threatt, J. B.....1922 Durham
From Georgia
1142. Tolson, J. G., Jr.....1927 Henderson
From South Carolina
1143. Toms, E. R.....1919 Wilmington
From Georgia

V

1144. Vaughan, A. M.....1926 Petersburg, Va.
From Missouri

W

1145. Watkins, F. D.....1925 Charlotte
From South Carolina
1146. White, H. W.....1925 Fayetteville
From South Carolina
1147. White, W. G.....1924 Charlotte
From South Carolina
1148. Whitehead, T. E.....1930 Charlotte
From Georgia
1149. Williams, L. L.....1920 Morven
From Georgia
1150. Williston, F. D. (col.).....1927 Fayetteville
From Tennessee (Re-reg.)
1151. White, R. L.....1929 Asheboro
From South Carolina
1152. Wilson, C. A.....1922 Monroe
From Virginia
1153. Wilson, E. C.....1919 Burlington
From Virginia
1154. Woodward, G. B.....1936 Erwin, Tenn.
From Tennessee

Y

1155. Yearwood, J. C.....1938 Charlotte
From Illinois
1156. Young, T. F.....1938 Blowing Rock
From Arkansas

Registered Assistant Pharmacists

June 1, 1940

1. Adams, L. T.....1934 Winston-Salem
2. Adkinson, N. F.....1932 Forest City
3. Badgett, E. W.....1935 Mount Airy
4. Barefoot, E. G.....1930 Canton
5. Barringer, H. A.....1931 Salisbury
6. Bass, J. A.....1932 Wilson
7. Birkitt, S. P.....1931 Charlotte
8. Bishop, H. L.....1938 West Asheville
9. Brame, R. M., Jr.....1931 N. Wilkesboro
10. Brame, P. J.....1932 N. Wilkesboro
11. Branch, B. C.....1928 Rocky Mount
12. Brooks, C. M.....1931 Monroe
13. Brown, H. S.....1932 Goldsboro
14. Browning, A. C.....1926 Greensboro
15. Bryant, Miss Nan.....1938 Tarboro
16. Cable, M. L.....1938 Asheville
17. Carrigan, J. F.....1930 Granite Falls
18. Chadwick, S. T.....1933 Kinston
19. Clark, T. N.....1926 Fayetteville
20. Cloer, P. L.....1935 Lenoir
21. Cox, Rupert.....1933 Raleigh
22. Dillinger, H. M.....1931 Mount Holly
23. Eatman, G. A.....1933 Wilson
24. Eller, R. C.....1932 Belmont
25. Fussell, T. E.....1935 Asheboro
26. Griffin, T. W.....1930 Statesville
27. Gwynn, A. A.....1938 Mount Airy
28. Hales, C. W.....1931 Seaboard
29. Harrison, J. W.....1936 Asheville
30. Harrison, Melrose.....1932 Charlotte
31. Heslep, F. W.....1923 Beaufort
32. Holland, L. L.....1936 Albemarle
33. Humphries, A. T.....1934 Charlotte
34. Huntley, C. O.....1934 Lenoir
35. Kemp, A. T.....1933 Burlington
36. King, R. G.....1933 New Bern
37. Maus, F. B.....1928 Greensboro
38. McConnell, Miss Ethel.....1926 Newton
39. McGee, J. C.....1938 Asheville
40. Millaway, E. D.....1928 Burlington (R.F.D., No. 1)
41. Miller, P. W.....1933 Salisbury
42. Moore, H. W.....1933 Lexington
43. Moose, H. F.....1934 Albemarle
44. Munns, R. F.....1934 Wilmington
45. Musgrove, W. M.....1924 Catawba
46. O'Brien, C. C.....1936 Greensboro
47. Owens, T. Q.....1938 Tarboro
48. Perry, N. B.....1935 Charlotte
49. Porter, J. N.....1933 Huntersville
50. Purcell, S. M., Jr.....1936 Salisbury
51. Rimmer, Mrs. Helen Bell.....1933 Charlotte
52. Russell, L. D.....1930 Greensboro
53. Russell, T. W.....1937 High Point
54. Savage, M. C.....1934 Rocky Mount
55. Sparks, L. R., Jr.....1937 Durham
56. Stiles, M. O.....1932 Mooresville
57. Wade, C. E.....1935 Colerain
58. Walters, A. K.....1938 Burlington

List of Registered Practicing Physicians

LIVING IN TOWNS OF NOT MORE THAN 500 INHABITANTS TO WHOM PERMITS TO CONDUCT DRUG STORES HAVE BEEN GRANTED JUNE 1, 1940.

1. Griffis, J. W.
Denton..... Davidson County
3. Martin, J. H.
Red Oak..... Nash County

4. Timberlake, C. V.
Youngville ..... Franklin County
6. Baynes, R. H.
Hurdle Mills ..... Person County
7. Patterson, J. H.
Broadway ..... Lee County
9. McKay, J. F.
Buies Creek ..... Harnett County
11. Smith, A. J.
Black Creek ..... Wilson County
12. Lackly, W. J.
Fallston ..... Cleveland County
16. Helsabeck, C. J.
Walnut Cove ..... Stokes County
17. Reed, D. H.
Wagram ..... Scotland County
18. Hutchinson, S. S.
Bladenboro ..... Bladen County
21. Gouge, A. E.
Bakersville ..... Mitchell County
22. Royal, D. M.
Salemburg ..... Sampson County
23. Lancaster, R. M.
Rural Hall ..... Forsyth County
24. Parker, J. W., Jr.
Seaboard ..... Northampton County
25. May, M. J.
Hayesville ..... Clay County
27. Reid, T. N.
Matthews ..... Mecklenburg County
28. Burt, B. W.
Holly Springs ..... Wake County
29. Powell, E. C.
Middlesex ..... Nash County
30. Stone, G. E.
King ..... Stokes County
34. Lubchenko, N. E.
Harrisburg ..... Cabarrus County
35. Rose, J. W.
Pikeville ..... Wayne County
37. Williams, J. D., Jr.
Stokesdale ..... Guilford County
39. Gooding, G. V.
Kenansville ..... Duplin County
40. Robertson, W. B.
Burnsville ..... Yancey County
41. Tucker, E. V.
Grifton ..... Pitt County
42. Clark, DeW. D.
Clarkton ..... Bladen County
44. Hinnant-Wilford
Micro ..... Johnston County
45. Cheves, W. G.
Bunn ..... Franklin County
47. Stone, W. M.
Dobson ..... Surry County
48. Thompson, Joseph
Creedmoor ..... Granville County
49. Hackney, B. H.
Lucama ..... Wilson County
51. Bonner, J. B.
Aurora ..... Beaufort County
52. Elliott, G. D.
Fair Bluff ..... Columbus County
55. Dawson, W. E.
Hookerton ..... Greene County
56. Lee, L. V.
Lattimore ..... Cleveland County
57. Bridger, D. H.
Bladenboro ..... Bladen County
60. Oats, George
Grover ..... Cleveland County
61. Perry, A. H.
Wood ..... Franklin County
63. Meyers, D. D.
Harmony ..... Iredell County
65. Payne, J. W.
Waxhaw ..... Union County
66. Sutton, C. W.
Richlands ..... Onslow County
68. Beard, G. C.
Atkinson ..... Pender County
70. Credle, C. S.
Colerain ..... Bertie County
71. Currie, D. S.
Parkton ..... Robeson County
74. Beasley, E. B.
Fountain ..... Pitt County
75. Hawes, C. F.
Rose Hill ..... Duplin County
76. McBee, Paul
Bakersville ..... Mitchell County
77. Wright, J. E.
Macclesfield ..... Edgecomb County
78. McGuire, B. B.
Newland ..... Avery County
79. Fulp, J. F.
Stoneville ..... Rockingham County
82. McMillan, J. M.
Candor ..... Montgomery County
83. Bell, O. E.
Winton ..... Hertford County
84. Howell, W. L.
Ellerbe ..... Richmond County
85. Reeves, G. F.
East Bend ..... Yadkin County
86. McBryde, M. H.
Milton ..... Caswell County
87. Page, B. W.
Trenton ..... Jones County
88. Rosenbaum, M. M.
Shallotte ..... Brunswick County
90. Brown, C. E.
Faith ..... Rowan County
91. Dodd, B. R.
Rolesville ..... Wake County
92. Maxwell, M. T.
Robbinsville ..... Graham County
93. Hilburn, Caroline L.
Midland ..... Cabarrus County
94. Bradshaw, T. G.
Sims ..... Wilson County
95. McLeod, J. P. U.
Wingate ..... Union County
96. Floyd, L. D.
Fair Bluff ..... Columbus County
97. Kinlaw, McC.
Pembroke ..... Robeson County
98. Dawson, J. N.
Lake Wacamaw ..... Columbus County
99. Long, F. Y.
Catawba ..... Catawba County

100. Lewis, W. G.
Stokesdale..... Guilford County
101. Purdy, J. J.
Oriental..... Pamlico County
102. Parrette, Nettie C.
Robbinsville..... Graham County
103. Parker, W. R.
Woodland..... Northampton County
104. Hall, L. S.
Yadkinville..... Yadkin County
105. Hudson, J. H.
Vanceboro..... Craven County

List of Drug Stores

Revised June 1st, 1940

ABERDEEN
1. Bryan Drug Company, Inc.
2. McCrummin's Drug Store

AHOSKIE
3. Copeland Drug Company
4. Ahoskie Pharmacy
5. Walker-Holloman Drug Co., Inc.

ALBEMARLE
6. Loftin's Drug Store
7. Phillips Drug Store
8. Albemarle Drug Co., Inc.
9. Purcell Drug Co.

ANDREWS
10. Davis Drug Company

ANGIER
11. Overby's Drug Store
12. Adams and Young Drug Co.

APEX
13. H. O. Holland, Druggist
14. A. V. Baucom Pharmacy

ASHEBORO
15. Asheboro Drug Company
16. Reaves Pharmacy
17. Standard Drug Store
18. Randolph Drug Co.

ASHEVILLE
19. Asheville Pharmacy
20. Charlotte Street Drug Co., Inc.
21. Eckerd's of Asheville, N. C., Inc.
22. Finley's Depot Drug Co., Inc.
23. Goode's Drug Store
24. Grove Park Pharmacy
25. Haywood Street Pharmacy
26. Johnson Drug Company
27. McMinn Drug Store
28. Merrimon Avenue Pharmacy
29. Y. M. I. Drug Store (col.)
30. Mooneyham's Drug Store
31. Pinner's Drug Store
32. Salley's Drug Store
33. Adams-Blauvelt, Inc.
34. Kenilworth Drug Store
35. Liggett's Drug Store, No. 1150
36. Mullen's Pharmacy
37. Aiken and Horton
38. Norwood Pharmacy
39. Shigley's Drug Store
40. Cline's Drug Store
41. Hester's Pharmacy
42. Shigley's, Inc.

ATKINSON
43. Atkinson Drug Company

AULANDER
44. Aulander Pharmacy

AURORA
45. Windley Drug Store

AVONDALE
46. Mooneyham Drug Company

AYDEN
47. Edwards Pharmacy
48. M. M. Sauls

BADIN
49. Badin Drug Company, Inc.

BAILEY
50. Etheridge Drug Store

BAKERSVILLE
51. Butt Drug Store
52. City Drug Store

BALFOUR
53. Wilson Pharmacy

BEAUFORT
54. F. R. Bell, Druggist
55. Joseph House, Druggist

BELHAVEN
56. O'Neal Drug Store

BELMONT
57. Belmont Drug Company
58. East Belmont Drug Store
59. Robinson's Drug Store

BENSON
60. Benson Drug Company, Inc.
61. Peacock Drug Company
62. Warren Drug Company

BESEMER CITY
63. Central Drug Store
64. Curtis Pharmacy

BETHEL
65. H. L. Rives Drug Company

BILTMORE
66. Aiken's Pharmacy
67. Avera Drug Store
68. Biltmore Drug Store

BISCOE
69. Biscoe Drug Store

BLACK CREEK
70. Rice Drug Company

BLACK MOUNTAIN
71. Black Mountain Drug Company, Inc.
72. Jumper's Pharmacy
73. Economy Drug Company

BLADENBORO
74. Bridger Drug Store
75. Hutchinson's Drug Store

BLOWING ROCK
76. Blowing Rock Drug Co.

BOONE
77. Boone Drug Company
78. Carolina Pharmacy

BREVARD
79. Brevard Pharmacy
80. S. M. Macfie Drug Company
81. Long's Drug Store

BROADWAY
82. Broadway Drug Company

BRYSON CITY
83. Bryson City Drug Company
84. Sisk Drug Store

BUIE'S CREEK
85. Wiggins Drug Store

BUNN
86. Bunn Drug Company

BURGAW
87. Dees Drug Store

BURLINGTON
88. Acme Drug Company, Inc.
89. Asher-McAdams Drug Company
90. Burlington Drug Company, Inc.
91. City Drug Company, Inc.
92. Davis St. Pharmacy, Inc.
93. East End Drug Store
94. Heritage-Wilson Drug Company
95. E. S. White Pharmacy
96. Mitchells Drug Store
97. Main Street Drug Co., Inc.
98. Mann's of Burlington, N. C., Inc.
99. Worth Street Drug Store (col.)

BURNSVILLE
100. Robertson Brothers, Druggists

CANDOR
101. Candor Drug Company

CANTON
102. Canton Drug Store
103. Martin's Drug Store
104. Champion Cut-Rate Drug Store

CAROLEEN
105. Henrietta Mill Store, No. 2

CAROLINA BEACH
106. Hall's Carolina Beach Drug Store

CARRBORO
107. Senter's Drug Store

CARTHAGE
108. Shields' Drug Company

CARY
109. Adams Drug Store

CATAWBA
110. Catawba Drug Company

CHADBOURN
111. John E. Koonce Drug Company
112. Waccamaw Drug Company

CHAPEL HILL
113. Eubanks Drug Company
114. Sutton Drug Store
115. Pritchard Drug Company

CHARLOTTE
116. Blair Bros. and Company
117. Carolina Cut Rate Drug Store, Inc.
118. Carolina Pharmacy
119. Charlotte Drug Company
120. Eckerd's of Charlotte, N. C., Inc.
121. Independence Drug Store
122. Meyers Park Pharmacy
123. Perry Drug Store
124. Rimmer Drug Store, Inc.
125. Sterling Drug Company
126. Stonewall Pharmacy
127. James P. Stowe and Company
128. T. A. Walker, Druggist
129. Yates Pharmacy
130. Walgreen Co.
131. Park Place Pharmacy, Inc., No. 1
132. Park Place Pharmacy, No. 2
133. Rex Drug Store (col.)
134. McNeely Drug Co., Inc.
135. Boulevard Pharmacy
136. Plaza Drug Store
137. Merriman's Pharmacy
138. Elizabeth Drug Store
139. Hose Drug Co.
140. Liggett's Drug Store, No. 1151
141. Lisk Pharmacy
142. Lisk Pharmacy, No. 2
143. Selwyn Cut Rate Drug Store, Inc.
144. Stanley's Parkwood Pharmacy
145. Stanley's Cut Rate Drug Store
146. Hoskins Drug Company
147. Wesley Heights Pharmacy
148. Yancey's Drug Store (col.)
149. Nance Drug Store
150. The York Drug Company
151. Providence Road Drug Store, Inc.
152. Hawthorne Pharmacy
153. Bizzell's Pharmacy
154. Charlotte Service Drug Store, Inc.

CHERRYVILLE
155. Allen Drug Company
156. Houser Drug Company, Inc.

CHINA GROVE
157. Hart's Drug Store
158. China Grove Drug Co.

CLARKTON
159. G. L. and E. S. Clark

CLAYTON
160. Beddingfield Brothers
161. Whitley-Bain Drug Company

CLEVELAND
162. Cleveland Drug Company

CLIFFSIDE
163. Mills Drug Company

CLINTON
164. Butler's Pharmacy
165. Moseley-Chesnutt
166. Joe Reynolds, Inc.
167. Register Drug Store

CLYDE
168. Clyde Pharmacy

COATS
169. Roycroft Drug Co.

COLERAIN
170. Wade's Pharmacy

COLUMBIA
171. Columbia Drug Company
172. Main Street Pharmacy

CONCORD
173. Cabarrus Drug Company
174. Clines Pharmacy
175. Gibson's, Inc.
176. Pearl Drug Company, Inc.
177. Porter Drug Company, Inc.
178. Airheart Pharmacy
179. Whitmore Drug Company

CONOVER
180. Conover Drug Company

CONWAY
181. Taylor Drug Company

COOLEEMEE
182. Cooleemee Drug Company

CORNELIUS
183. Guion Drug Company

CRAMERTON
184. Cramerton Drug Company
185. The Moss Drug Company

CREEDMOOR
186. Creedmoor Drug Company

DALLAS
187. P. D. Summey, Druggist

DAVIDSON
188. White Drug Company
189. College Pharmacy

DENTON
190. Denton Drug Store

DOBSON
191. W. M. Stone, Druggist

DRAPER
192. Draper Pharmacy
193. Rockingham Drug Co.

DUNN
194. Fitchett Drug Company, Inc.
195. Butler & Lee Drug Co.
196. Hood Drug Company
197. Dunn Pharmacy

DURHAM
198. Bull City Drug Store (col.)
199. Eckerd's of Durham, N. C., Inc.
200. Fayetteville Street Pharmacy (col.)
201. Boone Drug Co.
202. C. E. King and Son
203. McKay's Pharmacy
204. Montague's Pharmacy
205. North Durham Drug Store
206. Rogers' Drug Company
207. Westside Pharmacy
208. Taylor Drug Company
209. Durham Drug Company
210. Hospital Pharmacy
211. L. and M. Drug Company
212. Coleman's Drug Store
213. Duke Hospital Pharmacy
214. Garrett's Biltmore Drug Store (col.)
215. Mangum Street Pharmacy
216. Roland H. Parker
217. Watts Hospital Pharmacy
218. United Cigar-Whelan Stores Corporation
219. Walgreen Drug Company
220. Holloway Street Pharmacy
221. People's Cut Rate Drugs

EAST BEND
222. East Bend Drug Store

EAST DURHAM
223. Crabtree Pharmacy
224. Carswell Drug Company

EDENTON
225. Mitchener's Pharmacy, Inc.
226. Leggett and Davis, Inc.
227. Sutton's Drug Store, Inc.

ELIZABETH CITY
228. The Apothecary Shop
229. Overman and Stevenson
230. City Drug Store
231. Jacock's Pharmacy

ELIZABETHTOWN
232. Hutchinson Drug Store
233. Robinson Drug Co.

ELKIN
234. Abernethy's Pharmacy
235. Turner Drug Company
236. Elk Pharmacy

ELLERBE
237. Warner Drug Co.

ELM CITY
238. Elm City Pharmacy
239. Dixon Drug Company

ENFIELD
240. W. E. Beavens
241. Harrison Drug Company
242. Whitehead Drug Company

ENKA
243. Community Pharmacy
244. Elson's, The Rexall Drug Store

ERWIN
245. E. R. Thomas Drug Company

FAIR BLUFF
246. Rogers Drug Store
247. Floyd-Anderson Drug Company

FAIRMONT
248. Fairmont Drug Company
249. Mitchell-Caudell, Druggists

FAISON
250. Morton Drug Store

FAITH
251. H. A. Fesperman Co.

FALLSTON
252. Lackey Drug Company

FARMVILLE
253. Wheless Drug Company, Inc.
254. City Drug Company

FAYETTEVILLE
255. H. R. Horne and Sons
256. Mackethan and Company, Druggists
257. Matthews Pharmacy
258. Perry's Drug Store (col.)
259. Souder's Pharmacy
260. White's Drug Store
261. Saunders Drug Store
262. Reeves Cash Drug Store
263. Wooten-Hall Drug Store
264. Service Drug Store (col.)

FOREST CITY
265. People's Drug Store
266. Forest City Drug Company
267. Piedmont Drug Company
268. Smith's Cut Rate Drug Store

FOUNTAIN
269. Ellis Drug Co.

FOUR OAKS
270. Four Oaks Drug Company

FRANKLIN
271. Angel Drug Store
272. Perry's Drug Store

FRANKLINTON
273. L. W. Henderson's Pharmacy

FREMONT
274. Whitley Drug Company

FUQUAY SPRINGS
275. Elliott's Pharmacy
276. Johnson's Drug Store

GARLAND
277. L. A. Warren, Druggist

GARNER
278. Brown's Drug Store

GASTONIA
279. East Gastonia Pharmacy
280. Firestone Drug Store
281. Caldwell's Drug Store
282. Victory Drug Store
283. Kennedy's, Inc.
284. Franklin Drug Store
285. Smith's Drug Store
286. Cox Drug Company

GIBSON
287. Gibson's Drug Company

GIBSONVILLE
288. Gibsonville Drug Co.

GLEN ALPINE
289. Clinic Drug Store

GOLDSBORO
290. Andrews Drug Company
291. Brown Drug Company, Inc.
292. Goldsboro Drug Company
293. Cash Drug Store
294. Waters Drug Store
295. Vinson Drug Store
296. Jackson Drug Co. (col.)
297. Robinson's Drug Store
298. Horton-Manly Cut-Rate Drug Store
299. Ratley-Harris Drug Co.

GRAHAM
300. Graham Drug Company
301. Wrike Drug Company

GRANITE FALLS
302. Caldwell Drug Store

GREENSBORO
303. Asheboro Street Pharmacy
304. Best Drug Store
305. C. C. Fordham Drug Store
306. McDuffie-Eubanks Drug Co.
307. Green Street Drug Company
308. King Cotton Drug Store
309. Liggett's Drug Store, No. 1152
310. McNeely's Drug Store
311. Carolina Pharmacy
312. Elam Drug Company
313. Cecil-Russell Drug Co., Inc.
314. Crutchfield's Incorporated Drug Store
315. College Drug Store
316. Textile Drug Co.
317. West Market Pharmacy
318. Cline Drug Co.
319. Walgreen Co.
320. Elm Street Pharmacy
321. Mann's O'Henry Drug Store
322. Morrow Drug Store (col.)
323. Revolution Drug Company
324. Five Points Pharmacy
325. Greensboro Drug Company
326. Ham Drug Company
327. Home Drug Store
328. The New White Oak Drug Company

GREENVILLE
329. Greenville Drug Company
330. Rena Horne Drug Co.
331. B. S. Warren, Druggist
332. Bissett's Drug Store
333. Hill Horn Drug Co., Inc.
334. Hollowell Drug Company

GRIFTON
335. Grifton Pharmacy

GROVER
336. People's Drug Company

HALIFAX
337. Vinson's Pharmacy

HAMLET
338. C. & W. Pharmacy
339. Birmingham Drug Company
340. Gibson Drug Store

HARRISBURG
341. Dr. N. E. Lubchenko

HAW RIVER
342. Purity Drug Company

HAYESVILLE
343. Hayesville Drug Store

HAZELWOOD
344. McKay's Pharmacy

HEMP
345. McCrimmon Drug Company

HENDERSON
346. Kerner Drug Company
347. Miles Pharmacy
348. Page-Hocutt Drug Company
349. Southside Drug Company
350. Parker's Drug Store
351. Woolard's
352. White Brothers Drug Company
353. Douglas Drug Store (col.)

HENDERSONVILLE
354. Jackson Pharmacy
355. Justus Pharmacy
356. Wilson Drug Company
357. Freeze Drug Company, Inc.
358. Economy Drug Company
359. Rose Pharmacy

HERTFORD
360. Roberson's Drug Store

HICKORY
361. Hickory Drug Company
362. Lutz Drug Store
363. Shook Drug Company
364. King's Pharmacy
365. Ninth Avenue Pharmacy
366. Bonner's Drug Store
367. Economy Drug Co., Inc.
368. Highland Drug Store

HIGHLANDS
369. Highlands Drug Store

HIGH POINT
370. Arthur's Pharmacy
371. Leonard's Drug Store
372. Cecil's Drug Store, Inc.
373. Hart's Pharmacy, Inc.
374. Hoffman's Drug Company
375. Ingram's Pharmacy
376. Eckerd's of High Point, N. C., Inc.
377. Mann Drug Company, No. 1
378. Mann Drug Company, No. 2
379. C. A. Ring and Sons
380. Washington Street Pharmacy (col.)
381. Betts Drug Company
382. Cecil's South Main Drug Store, Inc.
383. Anderson's West End Drug Store
384. Walgreen Company
385. English Street Pharmacy
386. McLarty Drug Co.

HILLSBORO
387. W. A. Hayes Drug Store
388. James Pharmacy
389. Brown's Cut Rate Drugs

HOLLY SPRINGS
390. Model Pharmacy

HOOKERTON
391. Hardy's Drug Store

HOPE MILLS
392. Bynum Drug Store

HOT SPRINGS
393. Mountain Park Pharmacy

HURDLE MILLS
394. D. L. Whitfield and Company

JACKSON
395. Jackson Drug Company

JACKSONVILLE
396. Johnson's Drug Store

JONESBORO
397. Lee Drug Store

KANNAPOLIS
398. Kannapolis Drug Company
399. F. L. Smith Drug Company
400. Center View Pharmacy, Inc.
401. Martin Drug Co.
402. Black's Drug Store
403. Mann's of Kannapolis, N. C., Inc.
404. Black's Drug Store, No. 2

KENANSVILLE
405. Kenansville Drug Co.

KENLY
406. Fulghums Drug Store
407. Kenly Drug Company

KERNERSVILLE
408. Willson Drug Store, Inc.
409. Pinnix Drug Store

KING
410. King Drug Company

KING'S MOUNTAIN
411. Griffin Drug Company
412. King's Mountain Drug Co.

KINSTON
413. J. E. Hood and Company
414. Lenoir Drug Company
415. E. B. Marston Drug Company
416. Chadwick Drug Co.
417. Temple Drug Co.
418. The City Drug Co.
419. Harry Sutton Drug Store
420. Standard Drug Company
421. College Street Pharmacy
422. Kinston Drug Company

KNIGHTDALE
423. Knightdale Pharmacy

LAGRANGE
424. Adams Drug Company

LAKE WACCAMAW
425. Lake Drug Store

LANDIS
426. Linn-Edwards Drug Company

LATTIMORE
427. Brilee Drug Company

LAURINBURG
428. Everington Drug Store
429. J. T. Fields, Jr.
430. Laurinburg Drug Store
431. Scotland Drug Company
432. Summerlin Drug Store

LEAKSVILLE
433. Carolina Drug Company
434. Chandler Drug Company
435. Chandler Drug Company (Store No. 2)

LENOIR
436. Ballew's Cash Pharmacy
437. McNairy's Drug Store
438. Lenoir Drug Store
439. Dayvault's Drug Store

LEXINGTON
440. City Drug Company, Inc.
441. Lexington Drug Company
442. People's Drug Store, Inc.
443. Purcell Drug Company

LIBERTY
444. Liberty Drug Co.
445. L. B. Grantham Drug Store

LILLINGTON
446. LaFayette Drug Co.

LINCOLNTON
447. Lawing and Costner
448. Economy Drug Co.
449. Lincolnton Cut Rate Drugs, Inc.

LITTLETON
450. Browning's Drug Store Co.
451. G. A. Threewitt's Drug Company
LOUISBURG
452. F. R. Pleasants, Druggist
453. Scoggins Drug Store
454. Boddie Drug Store
LOWELL
455. Lowell Drug Company
LUCAMA
456. Cash Drug Store
LUMBERTON
457. Hedgepeth's Pharmacy, Inc.
458. Johnson's Drug Store
459. Lumberton Drug Company
460. J. D. McMillan and Son
MACCLESFIELD
461. Martin Drug Co.
MADISON
462. R. A. Ellington Drug Company, Inc.
463. Madison Drug Co., Inc.
MAIDEN
464. Campbell's Drug Store
MANTEO
465. Manteo Drug Store
MARION
466. Kirby Drug Company, Inc.
467. Streetman Drug Company
468. Tainter's
469. Lake City Drug Store
470. McDowell Drug Store
471. Marion Drug Company
MARSHALL
472. Moore's Pharmacy
473. Roberts Pharmacy
MARS HILL
474. Mars Hill Pharmacy
MARSHVILLE
475. Guion's Drug Store
476. Union Drug Co.
477. McBride's Drug Store
MATTHEWS
478. Matthews Drug Company
MAXTON
479. Austin Drug Company, Inc.
480. Maxton Drug Store
McADENVILLE
481. Sandeler Drug Co.
MEBANE
482. Mebane Drug Company
483. Carolina Drug Company
484. Warren's Drug and Seed Store
MICRO
485. Hinnant Drug Company
MIDDLESEX
486. Finch Drug Company
MIDLAND
487. Midland Pharmacy
MILTON
488. Milton Drug Company
MOCKSVILLE
489. Le Grand's Pharmacy
490. Hall-Kimbrough Drug Company
MONROE
491. Gamble Drug Company
492. Secrest Drug Company
493. Wilson Drug Company
494. Jones Drug Co., Inc.
MOORESVILLE
495. George C. Goodman and Company
496. Miller Drug Company, Inc.
497. Mooresville Drug Company
498. J. A. White and Company
MOREHEAD CITY
499. Walter Hufham, Druggist
500. Morehead City Drug Company
MORGANTON
501. Burke Drug Company
502. Kibler Drug Company
503. Cornwell Drug Company
504. The Spake Pharmacy
MORVEN
505. Morven Drug Company, Inc.
MOUNT AIRY
506. Hollingsworth Drug Company
507. Hollingsworth Pharmacy
508. W. S. Wolfe Drug Company
509. Lamm Drug Company
510. Turnmyre's Drug Store
MT. GILEAD
511. Cochrane-Ridenhour Drug Company
MT. HOLLY
512. Holland Drug Company
513. Summey Drug Company
514. Mount Holly Drug Store
MOUNT OLIVE
515. Aaron's Pharmacy, Inc.
516. W. E. Lewis, Druggist
517. Glenn and Martin
MOUNT PLEASANT
518. A. W. Moose Company
MURFREESBORO
519. Nicholson Pharmacy
MURPHY
520. R. S. Parker
521. Mauney Drug Co.
NASHVILLE
522. Ward Drug Company
523. Baker's Drug Store
NEW BERN
524. Smith Drug Company, Inc.
525. Joe Anderson's Drug Store
526. Duffy's Drug Store
527. Five Points Drug Store (col.)
528. Pinnix Drug Store
529. Toney's Drug Store
530. W. F. Gaskins, Druggist
531. Bynum's Drug Store
NEWLAND
532. Bear Trail Drug Store
NEWTON
533. H. & W. Drug Company
534. North Newton Drug Store

535. City Pharmacy
536. Smith Drug Store

NORLINA
537. Walker Drug Company, Inc.

NORTH CHARLOTTE
538. Hand's Pharmacy

NORTH WILKESBORO
539. North Wilkesboro Drug Company
540. Wilkes Drug Company, Inc.
541. R. M. Brame and Sons
542. Horton's Drug Store
543. Red Cross Pharmacy

NORWOOD
544. Norwood Drug Company

OAKBORO
545. Barger Drug Store

OLD FORT
546. Bradley Drug Company
547. Old Fort Drug Company

ORIENTAL
548. Oriental Drug Co.

OXFORD
549. J. G. Hall (Estate)
550. Herring Drug Co.
551. Lyon Drug Company
552. Williams Drug Company

PARKTON
553. Gram Drug Company

PEMBROKE
554. Pembroke Drug Store

PIKEVILLE
555. Pikeville Drug Store

PILOT MOUNTAIN
556. Smith Drug Store

PINEHURST
557. Carolina Pharmacy, Inc.
558. Pinehurst Pharmacy

PINE LEVEL
559. Godwin Drug Co.

PINETOPS
560. Service Drug Store

PINEVILLE
561. Pineville Drug Company

PITTSBORO
562. G. R. Pilkington, Druggist
563. Pittsboro Drug Store

PLYMOUTH
564. E. G. Arps
565. Arps Pharmacy
566. Liverman Drug Store

POMONA
567. Pomona Drug Store

PRINCETON
568. Holt's Pharmacy

RAEFORD
569. Hoke Drug Company
570. Reaves Drug Store, Inc.

RALEIGH
571. Boon-Iseley Drug Company
572. College Court Pharmacy
573. Edwards Drug Company
574. Galloway's Professional Pharmacy
575. Hamlin's Drug Company, Inc. (col.)
576. Martin Street Pharmacy
577. City Drug Store
578. Parker Drug Company
579. Person Street Pharmacy
580. Saunders Street Pharmacy
581. Sir Walter Drug Store, Inc.
582. Walton's Pharmacy
583. Johnson Drug Store
584. State Drug Store
585. Wilmont Pharmacy
586. Wake Drug Store
587. Eckerd's of Raleigh, N. C., Inc.
588. Person Street Pharmacy, No. 2
589. Jordan's Drug Store
590. Brantley and Son, Inc.
591. Cromley-Melvin Drugs, No. 2
592. Central Drug Store (col.)
593. Cromley-Melvin Drugs
594. Mayes Pharmacy (col.)
595. Pine Drug Company, Inc.
596. Walgreen Company
597. Franklin's Carolina Pharmacy
598. Coxe-Ferguson Drugs
599. Community Drug Store (col.)
600. Franklin Pharmacy
601. City of Raleigh Drug Dispensary
602. North Carolina Drug Laboratory
603. Rex Hospital Pharmacy

RAMSEUR
604. Ramseur Pharmacy, Inc.

RANDLEMAN
605. Randleman Drug Company
606. Economy Drug Company

RED OAK
607. Dr. J. H. Martin

RED SPRINGS
608. Red Springs Drug Company
609. Townsend's Pharmacy

REIDSVILLE
610. Gardner Drug Store
611. Mann's Drug Store
612. Dailey-Thompson Drug Store
613. Reidsville Drug Company (col.)

RICHLANDS
614. Hood Drug Store

RICH SQUARE
615. Bolton's Drug Company

ROANOKE RAPIDS
616. Roanoke Pharmacy
617. Taylor's Drug Store
618. Rosemary Drug Company
619. Matthews Drug Co.
620. Griffin Drug Company, Inc.

ROBBINSVILLE
621. Ingram's Drug Store
622. Maxwell's Drug Store

ROBERSONVILLE
623. David Grimes Drug Company

ROCKINGHAM
624. Fox Drug Company, Inc.

625. Bristow Drug Company
626. McNair Drug Co.

ROCKWELL
627. Rockwell Drug Company

ROCKY MOUNT
628. Burnett Drug Company (col.)
629. Douglas-Armstrong Drug Company (col.)
630. H. L. Hicks Drug Company
631. Kyser Drug Company, Inc.
632. May and Gorham
633. I. W. Rose Drug Company, Inc.
634. Standard Drug Company, Inc.
635. The C. O. D. Drug Co., Inc.
636. Thompson Pharmacy
637. Matthews Drug Store
638. Saunders Drug Store
639. Matthews-Bunn Drug Co.

ROLESVILLE
640. Rolesville Drug Co.

ROSEBORO
641. Melvin Brothers
642. Tart and West

ROSE HILL
643. Miller's Drug Store

ROWLAND
644. Rowland Drug Company
645. Curtis Drug Company

ROXBORO
646. Hambrick, Austin and Thomas
647. Roxboro Drug Company
648. Thomas and Oakley

ROXBORO (CA-VEL)
649. Adair Drug Store

RURAL HALL
650. Rural Hall Drug Co., Inc.

RUTHERFORDTON
651. Rutherford Drug Company
652. Sloan Drug Company

SALEMBURG
653. Salemburg Drug Company

SALISBURY
654. Carter & Trotter, Inc.
655. Innes Street Drug Company
656. Main Drug Company, Inc.
657. Peeler Drug Company
658. Purcell Drug Company
659. Purcell Drug Company, No. 2
660. Tom's Drug Store, Inc.
661. Malone Cut Rate Drug Store, Inc.
662. Fulton Street Pharmacy, Inc.

SANFORD
663. Acme Drug Company
664. Crabtree Drug Company
665. Lee Drug Company
666. Dr. I. H. Lutterloh
667. Philip Boykin Drug Company, Inc. (col.)
668. Thomas Drug Store

SARATOGA
669. Saratoga Drug Company

SCOTLAND NECK
670. North End Drug Store.
671. Whitehead's
672. Hall's Drug Store

SEABOARD
673. Hale's Pharmacy

SELMA
674. E. V. Woodard, Druggist
675. Selma Drug Company
676. Creech Drug Co.

SHALLOTTE
677. Shallotte Drug Store
678. Swain Drug Co.

SHELBY
679. Cleveland Drug Company
680. Julius A. Suttle
681. Paul Webb & Son
682. The Dennis Drug Company
683. R. E. C. Drug Store
684. Bolt's Drug Store
685. Kendall-Spangler Drug Co.

SILER CITY
686. Siler City Drug Co.

SIMMS
687. Nichols Drug Store

SMITHFIELD
688. Hood Brothers, Inc.
689. Stallings Pharmacy
690. Upchurch Pharmacy
691. Johnson Drug Co.

SOUTHERN PINES
692. Broad Street Pharmacy
693. Sandhill Drug Co., Inc.
694. Merrill's Pharmacy

SOUTHPORT
695. Watson's Pharmacy Company

SPARTA
696. B. and T. Drug Company

SPENCER
697. H. M. Cooke Pharmacy
698. Rowan Drug Company

SPINDALE
699. Spindale Drug Company
700. Main Drug Store

SPRAY
701. Spray Drug Company
702. Tri-City Pharmacy

SPRING HOPE
703. Hale's Pharmacy
704. South Side Pharmacy

SPRUCE PINE
705. Spruce Pine Pharmacy
706. Day's Drug Store

STANTONSBURG
707. Stantonburg Drug Company

STAR
708. Wallace Drug Store

STATESVILLE
709. Logan Stimson and Son
710. Statesville Drug Company, Inc.
711. Purcell Drug Company
712. Holmes Drug Store, Inc.
713. Hawkins Cut Rate Drug Co.
714. Fisher Drug Company

STOKESDALE
715. Powell Drug Store

STONEVILLE
716. Stoneville Drug Store

STOVALL
717. Puckett's Drug Company

ST. PAULS
718. Grantham Drug Company
719. St. Pauls Drug Company, Inc.

SWANNANOA
720. Ward's Drug Store

SYLVA
721. Sylva Pharmacy
722. Hooper Drug Store

TABOR CITY
723. Harrelson Pharmacy
724. Standard Drug Co.

TARBORO
725. Bryan's Pharmacy
726. R. E. L. Cook
727. Edgecombe Drug Company
728. Garrett's Drug Store (col.)
729. E. V. Zoeller and Company

TAYLORSVILLE
730. Munday's Drug Store
731. People's Drug Store

THOMASVILLE
732. Thomasville Drug Company
733. Mann's of Thomasville, Inc.
734. Webb's Drug Store

TRENTON
735. Trenton Drug Company

TROUTMAN
736. Troutman Drug Co.

TROY
737. Troy Drug Company
738. Standard Drug Company

TRYON
739. Missildine Pharmacy
740. The Owen Pharmacy

VALDESE
741. People's Drug Store
742. The Rock Drug Company

VANCEBORO
743. Ivey Guthrie Drug Store

VARINA
744. Thomas' Drug Store

VASS
745. Vass Drug Store

WADESBORO
746. Fox and Lyon
747. Parsons Drug Company, Inc.

WAGRAM
748. Wagram Drug Co.

WAKE FOREST
749. T. E. Holding and Company, Inc.
750. Hardwicke's Pharmacy

WALLACE
751. Dees Pharmacy
752. Miller's Drug Store

WALNUT COVE
753. Bray Drug Store

WALSTONBURG
754. Jenkins Drug Store

WARRENTON
755. Boyce Drug Company
756. Hunter Drug Company, Inc.
757. Warrenton Drug Company, Inc.

WARSAW
758. Warsaw Drug Company
759. Buck's Cut Rate Drug Store

WASHINGTON
760. Whitford Drug Company
761. S. H. Reid, Prescription Druggist
762. Worthy and Etheridge
763. Tayloe Brothers and Co.
764. Welsh's Drug Store

WAXHAW
765. Waxhaw Drug Company

WAYNESVILLE
766. Alexander's Drug Store
767. Waynesville Pharmacy
768. Smith's Drug Store
769. Corner Drug Store

WEAVERVILLE
770. Weaverville Drug Company

WELDON
771. Terminal Drug Store (col.)
772. Weldon Drug Company
773. Selden's Pharmacy

WENDELL
774. W. R. Nowell Drug Store
775. Wendell Drug Company

WEST ASHEVILLE
776. Bilbro's Drug Store
777. West Asheville Pharmacy
778. Palace Pharmacy
779. Carolina Pharmacy

WEST DURHAM
780. Brewer's Drug Store
781. McDonald Drug Store

WEST END
782. West End Pharmacy

WEST JEFFERSON
783. Graybeal's Drug Store

WHITAKERS
784. Burnett's Drug Store

WHITEVILLE
785. J. A. McNeill & Sons
786. Guiton's Drug Store
787. Columbus Drug Store
788. Easley's Pharmacy (col.)

WILKESBORO
789. Newton Cut Rate Drug Store

WILLIAMSTON
790. Clark's Drug Store, Inc.
791. Davis Pharmacy

WILMINGTON
792. Futrelle's Pharmacy
793. Green's Drug Store
794. Hall's Drug Store
795. Hanover Drug Company
796. Jarman's Pharmacy
797. Koonce Drug Company

798. Saunders Drug Company
799. Service Drug Company
800. Southside Drug Company
801. Standard Pharmacy
802. Toms Drug Company
803. Greenfield Drug Co.
804. Brooklyn Pharmacy
805. Fair Price Drug Store
806. Hall's Market Street Drug Store

WILSON
807. Barnhill's Drug Store
808. Herring's Drug Store
809. Ideal Pharmacy (col.)
810. Bissitt's Drug Store, No. 3
811. Roy Moore's Drug Store, Inc., No. 1
812. Turlington and Morrison
813. Wilson Drug Company, Inc.
814. Shade's Pharmacy (col.)
815. Terminal Drug Store
816. Bissett's Drug Store

WINDSOR
817. Pugh's Pharmacy
818. Windsor Pharmacy Company, Inc.

WINGATE
819. Wingate Drug Co.

WINSTON-SALEM
820. Cresent Drug Company
821. Hutchin's Drug Store
822. Rufus Hairston Drug Store
823. Nissen Drug Company, Inc.
824. E. W. O'Hanlon, Inc.
825. Patterson Drug Company
826. Summitt Street Pharmacy, Inc.
827. United Retail Drug Store
828. Swaney Drug Store
829. Woodland Pharmacy, Inc. (col.)
830. Bobbitts Pharmacy
831. Willson Drug Store
832. Walgreen Co.
833. Carolina Drug Store, Inc.
834. Allen's Modern Drug Store
835. King-Wheeler Drug Co.
836. Standard Drug Co.
837. Welfare's Drug Store
838. Singletary's Drug Store
839. Ardmore Drug Company
840. Bobbitt Drug Co.
841. Andrews Drug Store
842. Acme Drug Store (col.)
843. The York Drug Company
844. Ray Drug Company
845. Arcadia Drug Company
846. Swaney's Drug Store, No. 3
847. Wilson Drug Store
848. Macon-Neely Drug Store (col.)
849. Owens Drug Company
850. Swaney's Drug Store, No. 2
851. York Drug Co., No. 2
852. Driggers Drug Store
853. Service Drug Company (col.)

WINTON
854. Bell Drug Company

WOOD
855. Wood Drug Store

WOODLAND
856. Parker-Taylor Drug Company

YADKINVILLE
857. Yadkin Drug Store

YANCEYVILLE
858. Yanceyville Drug Company

YOUNGSVILLE
859. Timberlake Drug Store

ZEBULON
860. Zebulon Drug Company

REGISTERED FROM JUNE 1, 1940 TO SEPTEMBER 1, 1940

ASHEVILLE
861. Mooneyham's Drug Store, No. 2 (149 Broadway)

BURNSVILLE
862. Pollard's Drug Store

CHARLOTTE
863. Campbell's Cut Rate Drug Store
864. Sterling Drug, Inc.

ELIZABETH CITY
865. Albemarle Cut Rate Drugs

FOUNTAIN
866. Beasley Drug Company

LUMBERTON
867. Hargrove's Pharmacy

MORGANTON
868. Cornwell Drug Store, No. 2

PILOT MOUNTAIN
869. Surry Drug Company

SILER CITY
870. Bell-Taylor Drug Store

SOUTHERN PINES
871. Southern Pines Pharmacy

WINSTON-SALEM
872. Fairview Cut Rate Drug Store

CONTRIBUTORS TO THE 1940 N. C. P. A. CONVENTION

We take this means of thanking the firms listed below for their liberal contributions to the success of the Charlotte convention. The names of these contributors were supplied by Local Secretary R. P. Lyon:

Abbott Laboratories, Inc.
Adams, Vineyard
Admiracion
Allan and Co., Inc.
Amity Leather Products Co.
Anacin Co.
A. and O. Co.
Armstrong Cork Co.
Astiptodyne Chemical Co.
Barnette, J. G.
Bauer and Black
Bayer
B. C. Remedy Co.
Betalax, Inc.
Blasser Co., The
Bodeker Drug Co.
Boncilla Laboratories
Bristol Myers Co.
Browne, E. T. Drug Co.
Burwell and Dunn
Caldwell, W. B., Inc.
Capudine Chemical Co.
Chamberlain Laboratories, Inc.
Chattanooga Medicine Co.
Chelf Chemical Co.
Clark Cleveland, Inc.
Cliff Weil Co.
Colgate-Palm-Olive Peet Co.
Coty
Dillard Paper Co.
Dixie Cup Co.
DeVilbiss Co.
Dyanshine Paste
Eastman Kodak Co.
Edwards Drug Co.
Emerson Drug Co.
E. T. Medicine Co.
Exlax, Inc.
Fleet, The C. B. Co.
Frostilla Co., The
Garrett Wine Co.
Gem Cup Co.
Glessner Co., The
Goody's, Inc.
Hardaway-Hecht Co.
Harriett Hubbard Ayer Co.
Hart Drug Corp.
Helena Rubenstein, Inc.
Hollingsworth Candy Co.
Hope, Inc.
Horlick's Malted Milk Co.
Howe, Lewis and Co.
Hunter, The H. B. Co.
Hynson, Wescott and Dunning, Inc.
International Cellucotton Products Co.
Johnson and Johnson
King, The W. H. Drug Co.
Kress and Owen Co.
Lambeth Pharmacal Co.
Lamont Corliss and Co.
Lentheric
Lever Bros. Co.
Lilly Cup Co.
Liquid Carbonic Co.
McCambridge and McCambridge Co.
Magnus, Mabee and Reynard, Inc.
Marlin Firearms
Martha Washington Candy Co.
Mead Johnson and Co.
Mentholatum Co., The
Merck and Co.
Merrell, Wm. S. Co.
Miles Laboratories
Monroe Chemical Co.
National Soda Straw Co.
Norris Candy Co.
Northam Warren Corporation
Norwich Pharmacal Co.
Noruvan Ucerrum Co.
Noxema Chemical Co.
Owens Del Glass Co.
Owens Drug Co.
Park and Tilford
Parke, Davis and Co.
Pepsi-Cola Bottling Co.
Pepper, The Dr. Co.
Pepsodent Co., The
Petrolagar Lab., Inc.
Phillips, Chas. H. Chem. Co.
Pictorial Paper Package Corp.
Plough Sales Corp.
Polk Miller Products Co.
Poythress, The Wm. P. and Co., Inc.
Prophylactic Brush Co.
Purepac Corp.
Pyro Sana Lab.
Read, The E. B. and Son Co.
Richard Hudnut
Rieser Co., The
Scott Drug Co.
Schief Chem. Co.
Scholl Mfg. Co.
Sharp and Dohme
Smith Bros. Drug Co.
Spiro's
Squibb, E. R. and Sons
Stanback Co., Inc.
Stearns, Frederick and Co.
Sterling Products, Inc.
Stimudents, Inc.
Stowe Co., The
Table Rock Laboratories
Upjohn Co., The
Veldown Co.
V. Vivandan
Vick Chemical Co.
Weinehagen and Hespe
Welch's Grape Juice Co.
Whitemore Bros.
Whitman, Stephen F. and Son
Wyeth, John and Bro.
Young's Rubber Corporation

Fair Trade Manufacturers

Seven manufacturers have qualified under our Fair Trade Law since the 1940 Convention of the N. C. P. A. This brings the total number of Fair Trade manufacturers now operating under the North Carolina Fair Trade Law to 273. On the whole, the manufacturers are eager to have their minimum prices observed and, in most cases, they see to it that they are. By reporting all violations that come to your attention to the Fair Trade Committee, you will render a distinct service to the Fair Trade Movement in this State.

Andrew Jergens Company
Cincinnati, Ohio

The Armour Laboratories
Chicago, Ill.

Chicopee Sales Corporation
New York, N. Y.
(Effective Sept. 1, 1940)

The Gafford Pharmacal Co.
Cleveland, Ohio

General Transformer Corp.
Chicago, Ill.

Larus & Bro. Company, Inc.
Richmond, Va.

Lederle Laboratories
New York, N. Y.
(Vitamin B. Complex Solution and Capsules)

Contributors to Fair Trade

Listed below are the eleven drug stores that have made contributions to the Fair Trade Committee to be used in carrying on its work since the Charlotte Convention. Every drug store proprietor and manager interested in Fair Trade should be willing and anxious to contribute to the promotion of this movement. The Committee urges you, therefore, to make your contribution immediately.

C. A. Ring & Sons
High Point, N. C.

Dr. T. C. Smith Company
Asheville, N. C.

Acme Drug Company, Inc.
Burlington, N. C.

Main Street Drug Company, Inc.
Burlington, N. C.

Kings Mountain Drug Company
Kings Mountain, N. C.

Cline's Pharmacy
Concord, N. C.

Purity Drug Company
Haw River, N. C.

Welfare's Drug Store
Winston-Salem, N. C.

Elk Pharmacy
Elkin, N. C.

Turner Drug Company
Elkin, N. C.

Burlington Drug Company, Inc.
Burlington, N. C.

7 Reasons Why You, *Mr. Druggist,* Should Push Capudine

1. PRODUCT and ADVERTISING comply fully with all provisions of the new Food, Drug and Cosmetic Act.
2. A Fair Trade item that assures generous profit.
3. 5% CASH BONUS (in addition to jobbers discount) on $8.00 quantities or more.
4. Our newspaper advertising alone reaches over one million people each week in North Carolina.
5. 481% PROFIT when dispensed over the fountain from the one pint size.
6. FASTER stock turnover from increased volume of sales.
7. Capudine Chemical Co. has been serving the druggists of North Carolina for over 40 years.

CAPUDINE CHEMICAL CO. RALEIGH, N. C.

"An Invitation"

We extend a cordial invitation to all of our friends to visit our display room and look over our 1940 line of Holiday gift merchandise, which is now on display.

We have added many new lines and are sure you will agree that it is the most magnificent line of gift merchandise we have ever offered. We were fortunate in procuring many lines that cannot be bought now at any price due to world conditions.

Won't you come in and visit us early while the line is complete?

SCOTT DRUG COMPANY
"The Service Jobber"
Charlotte, N. C.

HERE ARE THREE REAL MONEY MAKERS!

"KEEP IN STEP" WITH Digesto-Pep FORMERLY DIGESTON FOR RELIEF OF STOMACH DISORDERS

DIGESTO-PEP, by a new formula, neutralizes excessive acidity and aids digestion. 25c and 50c sizes.

"BRACE UP" WITH HEADS-UP TRADE MARK HEADACHE POWDERS

HEADS-UP Headache Powders contain no Acetanilid, harmful or habit forming drugs. 10c and 25c packages.

Coldlax TRADE MARK FOR COLD RELIEF

COLDLAX is famous as a remedy for the relief of colds. The 2-ounce bottle now retails for 35c.

FIVE ESSENTIAL FEATURES FOR MORE PROFITS

- Extra long profit margins
- All high quality merchandise
- Attractively packaged
- Maintained Fair Trade prices
- Colorful advertising materials available

FAIR TRADE POLICY

We have adopted the one-price Fair Trade policy for the protection of the independent druggists. If you approve of this policy, we would be glad to have a card or letter from you with your comments.

ORDER FROM YOUR JOBBER. ALL LEADING JOBBERS CARRY OUR MERCHANDISE.

SMITH BROTHERS DRUG CO. • GREENSBORO, N. C.

Univ. of Ill. School of Pharmacy
#701 S. Wood St.,
Chicago, Ill.

Vol. XXI No. 11

THE CAROLINA Journal of Pharmacy

Published Monthly by the North Carolina Pharmaceutical Association at Chapel Hill, N. C.

November, 1940

PHARMACY LIBRARY

Dedication to *John Grover Beard*

Dean of the University of North Carolina School of Pharmacy, whose work for the past 28 years has been devoted to his duties as Secretary-Treasurer of the North Carolina Pharmaceutical Association and whose untiring efforts have been devoted daily to the problems of the pharmaceutical field, whose patience and understanding have made him a friend of every student under his control; whose knowledge of pharmaceutical problems have made him known throughout the United States; and who served as Managing Editor of the Carolina Journal of Pharmacy for 20 years,

and

Miss Alice Noble

Associate Editor of the Carolina Journal of Pharmacy and Secretary to Dean Beard for 19 years, we respectfully dedicate this issue of the Carolina Journal of Pharmacy.

We Pay Him but He Works for Yo

● The work of the Lilly man in your territory is reflected in the prescribing habits of your physicians. He is honest and sincere. He isn't your friend in the drug store and your competitor when he enters the doctor's office. He is for you first, last, and all the time. He promotes interest in you and your prescription department, emphasizes your dependability as a source of medical supplies. Be prepared to render a competent professional service on the items he promotes. No man ever lost on a Lilly Product. That is the Lilly Policy.

THIS MONTH *F. J. Thoma observes his twenty-second anni versary as a representative of El Lilly and Company. His tenur of office began November 25, 1918 Mr. Thomas headquarters in Rose dale, Long Island, New York, an includes in his territory many im portant centers among which ar Queens, Rockaway Beach, an Belle Harbor.*

ELI LILLY AND COMPANY, Indianapolis, Indiana, U. S.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

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Officers of the North Carolina Pharmaceutical Association for 1940-41

President, also Chairman of Executive Committee.....Joe Hollingsworth, Mt. Airy
Secretary-Treasurer.....W. J. Smith, Chapel Hill
Secretary-Treasurer N. C. Board of Pharmacy.....F. W. Hancock, Oxford
Chairman of the Legislative Committee.....Paul H. Thompson, Fairmont
General Counsel, also Executive Secretary Fair Trade Committee.....F. O. Bowman, Chapel Hill

PROPHYLACTIC LEGISLATION

During recent years various agencies have focused widespread attention to anti-ereal programs, one of which is being actively sponsored in this state at the present e by the State Board of Health under the capable direction of Doctor Carl Reynolds. armacists are in position to facilitate the effectiveness of this commendable work and l do so if given an opportunity to participate in the program.

In any program designed to control and eradicate venereal diseases, serious consider-on should be given to the manufacture, distribution and sale of drugs, appliances and dicinal preparations intended or having special utility for the prevention of venereal eases. The writer through his experiences as Assistant Inspector for the North rolina Board of Pharmacy knows that a large percentage of such merchandise dis-buted from retail outlets other than drug stores is substandard and gives to the con-mer a false sense of security which is often highly dangerous to health. This un-althy situation should be corrected at once.

Fourteen states have already recognized the menace of substandard prophylactics d have enacted legislation controlling the standards and sale of this merchandise. Since e enactment of contraceptive legislation will aid and support the anti-venereal program w being carried on by the North Carolina Board of Health and since such legislation has ceived the endorsement of the North Carolina Pharmaceutical Association, active efforts e now being made to secure such health protection for our own citizens.

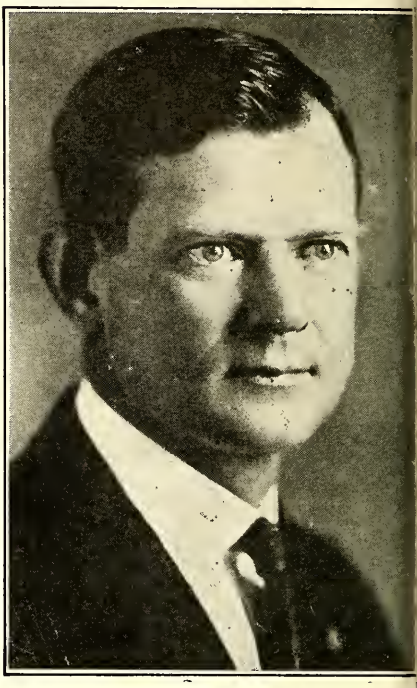
F. O. Bowman, attorney for the Association, has just completed a Prophylactic ll incorporating the best features of the 14 state acts now in force together with such anges as suggested by members of the Attorney General's office. Copies of this Bill are ing mailed to members of the N. C. P. A. Legislative Committee for their consideration d it is hoped favorable legislative action can be secured on this Bill during the next ssion of the General Assembly of North Carolina.—W. J. S.

Turner F. Currens Retires

Turner F. Currens, Vice-President and Manager of the Eastern Sales Division of The Norwich Pharmacal Company, retired from active duty September 1, 1940, after more than thirty-five years of distinguished service. He will continue as a Director of the Company.

Mr. Currens started his career with Norwich as a sales representative in central Illinois in February, 1904. He made himself felt from the very start and it was not long until it was clear he possessed executive ability and as a result of this and his outstanding sales record he was promoted to the Managership of the Company's New York Branch, January 1, 1913, and has since made his headquarters in New York City.

For some time past Mr. Currens has expressed a desire for more time in which to travel and to enjoy the fruits of his success. In the early part of this year he specifica requested that he be relieved of his ma duties. Now that this has been arran it is the hope of his many North Carol friends that he will find the same f measure of enjoyment and satisfaction his leisure as he always found in his wo



Pearly Arthur ("P. A.") Hayes

President of Justice Drug Company, Greensboro, and recently elected Preside of The National Wholesale Druggists Ass ciation at White Sulphur Springs, W. V

The editoral staff of the JOURNAL gether with Mr. Hayes' many frien throughout North Carolina take pride this signal honor which has been bestow on him and wish for him every possi success during the coming year.

ctional Meeting North Carolina Pharmaceutical Association, Asheville, N. C., November 7, 10 A.M. to 9 P.M., George Vanderbilt Hotel, Sponsored by the Asheville Drug Club

Roy Johnson, President of the Asheville Drug Club together with H. E. Phillips, cretary-Treasurer of the Club, have worked for weeks with your state officers to secure rchandising experts to take part in this one-day program of "Successful Selling" "How to Make the Cash Register Ring."

Here's a partial list of the speakers:

(1) Rease Inge, Southern Division Sales Manager of E. R. Squibb. Topic: Vitamins. ustrated with a thirty-minute sound movie.

(2) Langdon Common, Representative for Eastman Kodak Company. Topic: Cameras, lms and Photographic Supplies. Illustrated by slides.

(3) Dewey Pollard, Salesman for Stephen F. Whitman Company. Topic: Merchansing the Candy Department.

(4) H. E. Phillips, city salesman for Dr. T. C. Smith Company and Secretary-reasurer of the Asheville Drug Club. Topic: Store Display.

(5) F. O. Bowman, attorney for the N. C. Pharmaceutical Association. Topic: he Legislative Outlook for 1941.

(6) The President of the Association, Joe Hollingsworth of Mount Airy, will be here along with Roy Johnson, President of the Asheville Drug Club. Moss Salley will be e presiding officer.

(7) W. J. Smith, Secretary-Treasurer of the N. C. Pharmaceutical Association. opic: Pharmaceutical Objectives.

A swell-elegant banquet has been arranged at the George Vanderbilt Hotel for those egistering for the meeting. A short "surprise" entertainment will be presented immeiately following the banquet. Another feature of the program will be an "Open orum" during which time you will be given an opportunity to express yourself.

Make your plans now to attend this "Commercial Clinic" on November 7. If you nd it absolutely impossible to attend, send your clerk as he will find this meeting timulating and helpful.

Store Service Bonus Plan as Adopted by Overman & Stevenson, Elizabeth City, N. C.

* One penalty given for each violation of rule.

* Payment of $1.00 each month ($18.00 yearly) to clerk getting smallest number of penalties for the month.

* In case of "tie" bonus is divided.

Rule 1. Neglect of Customers or Inattention.

(a) Keeping customers waiting unnecessarily.

(b) Discussing personal affairs with either friends or fellow-clerks while customers are waiting.

(c) Failure to call for manager, if he is in back, when more customers are present than clerks outside can wait on.

(d) "Table entertaining" when there are other customers in the store.

Rule 2. Lack of Courtesy.

(a) Failure to thank customer on completion of a sale.

(b) Showing grouchiness or ill-humor before a customer.

(c) Joking or "horse play" in presence of customers, especially ladies.

Rule 3. Neglecting to Promptly Register Sales.

(a) Failure to immediately ring up amount of customer's purchase or to report for charging, or to charge promptly yourself.

(b) This applies to your own purchases as well.

Rule 4. Unauthorized Time Off (or A. W. O. L.).

(a) Late to work.

(b) Leaving store during working hours without special permission of manager.

(c) Staying out on store's time when store has customers.

Rule 5. Negligence in Stock Keeping.

(a) Failure to report in your department any shortage of supplies of merchandise (sandwiches, peanuts, cigars, cigarettes, syrups, etc.).

(b) Failure to enter in order book the last of any item of stock you may sell.

(c) Failure to keep sufficient orange and lemon cut.

(d) Failure to keep bottled goods and canned good in sufficient quantity on frigeration in fountain.

Rule 6. Untidiness in Presence of Cus mers.

(a) Attending to personal toilet while front, combing hair, picking at nose or fa picking teeth, cleaning nails, etc.

(b) Serving glasses sloppy or with finge around the top of glass, unnecessary ha dling of food-stuff with bare fingers.

(c) Using sloppy or dirty towels.

(d) Failure to keep syrup pumps, fou tain and tables wiped clean at all times.

Meeting and Beating Mail-Order Competition

Weary of having customers quote a ma order price on a 2-quart water bottle, certain druggist sent to the catalog hou for one. He left it wrapped, just as came, putting it in the case with his ov stock. The next customer who quoted th 48 cent mail-order bottle was offered th package. "Here is one of them and y can have it for their price."

"Open it up," said the customer, "so can see what it is like." "No," the dru gist responds; "here is their picture of and here is the way they send it to yo I sell it on the same terms. If you dor like it, send it back to them and get yo money back." He still has that package u opened and he has had little trouble sellir his own hot-water bottles. The same pl could be followed with other items. Try if you are called upon to meet such co petition.—*Pacific Drug Review.*

Brewer New Head of Durham Drug Club

S. O. Brewer of the Brewer Drug Co pany was elected president of the Durha Drug Club on October 10. He succeeds T. Reamer, Duke Hospital pharmacist.

The new officers, in addition to Preside Brewer, are E. G. Green, vice-president; F. Lyon, secretary; I. T. Reamer, treasure Gertrude Garrard, assistant treasurer. Th new officers will officially assume their wo October 23.

Druggists of Durham observed Nation Pharmacy Week, a feature of which was special window display contest under th direction of Chairman D. L. Boone, Jr.

National Advertised Brands Week

(Note:—Hundreds of North Carolina druggists identified themselves in the promotion of National Advertised Brands Week and were well repaid for their efforts. Moss Salley and his right-hand man, J. W. Harrison, of Asheville, prepared and presented the material below over Station WWNC. The JOURNAL has received a number of well-deserved comments on this talk.—Ed.)

It is a distinct privilege to be one of a group of local druggists invited by Station WWNC to speak to you this week and we are all deeply grateful for this opportunity.

Pharmacy is the art of selecting, extracting, preparing and compounding medicines from vegetable, animal and mineral substances and is an art as old as man himself. However, records of man's achievements in this art are known only since about two thousand years before Christ. The practice of medicine and pharmacy, until the middle of the eighteenth century, was considered as one art. It remained for John Morgan, a disciple of Benjamin Franklin, to be the pioneer who promulgated the advantages of separating the two arts and making them separate professions.

It was not until 1821 that the first college of pharmacy was organized. This college in Philadelphia lent impetus to the growing profession. Soon, more schools were organized, until at the present time, almost every University has its school of pharmacy.

The requirements for practicing the profession are: A four-year course in Pharmacy and its allied studies of Materia Medica, Pharmacology, Pharmacognosy, Chemistry, Botany, Posology, Toxicology, et cetera; one year's experience under the guidance of a licensed pharmacist, and, of course, a passing grade in an examination by the State Board of Pharmacy, the members of which are appointed by the Governor of the State.

Your pharmacist of today has his concept of integrity in dealing with his fellows; his concept of honor in the practice of his profession.

It is entirely in keeping with these ideals that we druggists of Asheville, together with the druggists of America, welcome the opportunity this week to participate in National Advertised Brands Week, for we offer you merchandise of unquestioned merit put out by reputable manufacturers; manufacturers who are proud enough of the quality of their products to back them up with national advertising.

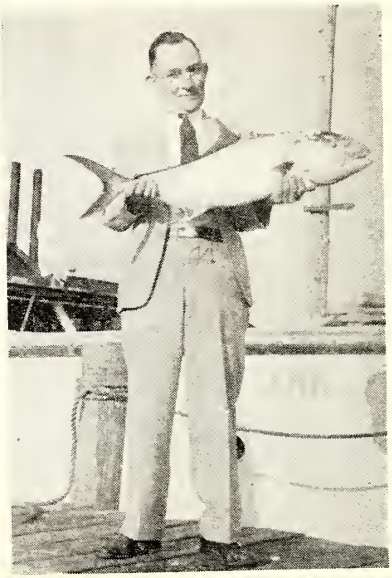
So visit your neighborhood druggist this week, whoever he may be, and see his display of products you know at prices you like to pay.

He is always ready to serve you, keeping his store open long hours for your convenience. Even after his store is closed, he is as near as the telephone which has superseded the night bell—that clarion symbol which was, in former days, connected with his sleeping quarters up over the drug store.

Your druggist is well versed in the affairs of the day: he gives of his time in discussing with you the news of the day; of Aunt Susan's high blood pressure; of little Mary's new tooth or of Junior's earache. He helps steer you to the right doctor for your particular trouble and lends a sympathetic ear to your personal problems.

"The Champ"

Bill Burwell of Eli Lilly, G. M. and J. B. Bowers of Owens and Minor Drug Company, J. G. Vick of Parke, Davis and Company and Paul Bissette of Wilson won't have any difficulty in recognizing the gentleman pictured here holding the 22-pound amberjack. To those of you who weren't so fortunate as to accompany the above mentioned group on their fishing trip to Morehead City, I might mention that the name of the proud angler is B. C. Sheffield, manager and owner of the Warsaw Drug Company, Warsaw. After catching the big fish, Mr. Sheffield was named "The Champ" by members of the party.



As We Travel Over the State

W. J. Smith

C. J. James of Hillsboro is saving nickels and two-dollar bills toward an anticipated trip to New York and Philadelphia this Fall. His "fund" now consists of 24 pounds of nickles and 23 two-dollar bills. Save a few extra bills for me, "C. J.," and we'll go along for protection!

My advice to A. Hitler is not to pick a quarrel with **Joe Anderson** of New Bern. He has an arsenal of over 200 guns and pistols some of which look mighty deadly. Although some of the guns haven't been fired since "D. Boone eilled a bar" up in the Blue Ridge Mountains, they could be mustered into service without much difficulty. Mr. Anderson also finds time to collect Indian arrowheads and pursue his hobby of photography.

If you have a desire for "the wide-open spaces," you might write Mr. Witt Springer of McLean, Texas. He tells me that he has two stores which he would like to sell.

D. B. Hood of Richlands sells more magazines per capita than any other news agency in eight southern states.

M. C. Miles, pharmacist of Henderson, has a complete set of THE CAROLINA JOURNAL OF PHARMACY. He is particularly proud of his Vol I, No. 1 copy of the JOURNAL containing a picture of the late William Simpson of Raleigh.

"Mistake" is the name of the 23-foot boat which **G. P. Johnson** of Jacksonville has just purchased for deep-sea fishing. We're expecting some tall fishing tales from that section pretty soon.

Roger McDuffie of Greensboro recently presented the School of Pharmacy museum with a statement from W. C. Porter & Co., Druggists and Apothecaries of Greensboro, dated July 1, 1874. The itemized statement shows five prescriptions were filled for James Donnell from July 21 to Dec. 4, 1873, at a total charge of $3.50.

For 22 years **J. M. Hall, Sr.** of Wilmington has led the ticket in the municipal elections. Mr. Hall was Police Commissioner of Wilmington for seven years and is now County Commissioner.

Several months ago **Phil Link,** popul pharmacist of Reidsville, installed a r frigerated box in his store and painte "Biologicals" at the top of the door impress on his customers the fact th he kept his biologicals properly stored. S many of Phil's customers questioned hi about his "Biological" refrigerator—belie ing it to be a new model of refrigerator- that he was forced to place the letterin "Vaccines and Serums" under the nam "Biologicals" in self-defense.

H. D. Crawford of Swannanoa, **Phil Lin** of Reidsville, **S. M. Purcell** of Salisbury **H. M. Cooke** of Winston-Salem an **Ernestine Barber** of Williamston go to th head of the class for sending me the co rect answer to the Metaphen problem a printed in the September issue of the JOU NAL. Since I received the correct answe from the five pharmacists mentioned abov in the same mail, I am publishing five win ners rather than one.

Due to the fact that this problem evoke such wide-spread interest over the state, a evidenced by the large number of letter which I received, I am again presenting problem to help you burn some midnight oil The name of the pharmacist who correctly solves this problem and gets his answe into this office first will be published in th December issue of the JOURNAL. The prob lem:

How many grains of mercuric chloride are required to make 2 fluid ounces of a solution, one fluid drachm of which diluted to one-half pint would make a one grain to 2000 minim solution?

Page Mr. Ripley! **W. D. Bryan** of Tarboro, age 58 years, has never tasted coffee, never drove a car and never smoked a cigarette. Mr. Bryan says he has no objection to any of the above.

When **Joe Reynolds** locks his prescription department up at night he really does a good job since the department is located in an old bank vault. Not such a bad idea at that with so many drugs now costing more than their equivalent weight in gold.

Report of the N. A. R. D. Advisory Fair Trade Committee

Presented by J. A. Goode, *Chairman*

(Note:—This report was presented at the 1940 Convention of the N. A. R. D. by one of the most loyal champions of Fair Trade legislation in the United States. The JOURNAL is happy to present the report for your thoughtful consideration.—Ed.)

In submitting this, the third Annual Report of your Fair Trade Advisory Committee, we do so in the light of another year's operation of the law, and somewhat in the nature of a supplemeut to our report submitted last year.

Your Committee has cooperated in every way possible with the survey just completed by the Druggists Research Bureau and the various state associations in their effort to formulate legal plans for the proper operation of Fair Trade legislation. In a sort of general review of Fair Trade from its beginuing up to the present date your Committee feels it timely to exhibit the claims originally made for Fair Trade, and, by the same process of reasoning, review the proofs established by Fair Trade in its three years of national operation. Let us see, then, just what these claims were. They were four in number, and embraced the following cardinal principles: (1) The proponents claimed that Fair Trade was designated for the purpose of outlawing predatory competition, and in harmony with the principle of anti-trust legislation. (2) The proponents claimed that Fair Trade would prevent the destruction of the manufacturer's good will in the eyes of both the public and the dealer. (3) The proponents claimed that Fair Trade would act as a substantial safeguard in the interest of the public, by preventing the sale of counterfeit and inferior merchandise through the unscrupulous practices of cut-throat competition. (4) The proponents claimed that Fair Trade was a practical, legal medium for stimulating and maintaining legitimate competition. That its principles were consistent with consumer objectives by assuring the greatest value for the price paid. These four original claims in behalf of Fair Trade represent the cement, the sand, the stone, and the labor which went into the construction of its solid foundation.

At the time of the passage of Fair Trade and up to the present date, responsible proponents of the legislation have made no claim of the intention to legislate at the expense of the public, and to the everlasting credit of the sponsors of Fair Trade, it can truthfully be said that Fair Trade has not cost the public one thin dime. On the platform of this Association, in the halls of forty-four state legislatures, in the halls of our national Congress and in the press, the pro and con of the philosophy of Fair Trade have been argued. Its merits and demerits have been extolled by able advocates. The whole truth of the matter is that Fair Trade legislation stood on its merits alone, and won.

Having listed above the original claims for Fair Trade by its sponsors, let us now review Fair Trade during its three years of national operation. We can do so with pride and confidence. Your Committee lists as follows proof of its accomplishment: (1) Fair Trade has been held constitutional by every single state supreme court to which it has been presented for final review. (2) Fair Trade has been held constitutional and in the public's interest by the Supreme Court of the United States, the court of complete and final authority. (3) Fair Trade, by reason of its merits, has attracted the interest of the National Commissioners on Uniform State Laws, and gives promise to receiving their highest commendation. (4) Fair Trade has prevented the sale of counterfeit merchandise and encouraged the sale of quality merchandise. Valid court records are offered in support of this statement. By reason of the sound principles of competition established by Fair Trade legislation, the courts have encouraged its enforcement with rulings which marked distinct gains during the year in upholding the validity of retailer suits, and which permits any retailer to bring suit to restrain Fair Trade violations, irrespective of whether he is or is not a signer of a Fair Trade contract. (5) There is evidence on every hand that Fair Trade has stimulated competition between manufacturers, with the result that the public now receives more quantity and better quality for its money than it did prior to the advent of Fair Trade. For example razor blades are 50% cheaper than they were prior to Fair Trade. Mouth anti-

septics, tooth brushes and shaving creams average 40% less. More than one thousand other articles sold in drug stores have been reduced in their wholesale list price, by reason of the competition between manufacturers, stimulated by Fair Trade. Anyone informed on the subject of competition knows that, from the consumer's point of view, competition between manufacturers produces greater value for the price paid than does competition between retailers, for the very simple reason that the manufacturer determines his price in light of his competition, and by reason of his greater margin of profit is, in most instances, in position to give greater value than could the retailer if he sold at his actual cost or even less. In other words, one of the very sound principles of Fair Trade legislation has had the effect of emphasizing competition to a greater extent between manufacturers than was possible prior to its advent. (6) In one of the most accurate and exhaustive surveys ever conducted in the field of distribution, with every question of doubt ruled in favor of opponents of Fair Trade, it was found that the national drug store bill had been reduced as a result of Fair Trade legislation. Fair Trade has accomplished the full purpose and intent of both the Sherman and Clayton anti-trust acts. It has pointed the way to the Federal Trade Commission in maintaining and stimulating fair and open competition in the interest of the public, by legal and court-approved processes. The merits of the record of Fair Trade legislation prove the case in favor of Fair Trade.

With these indisputable facts on the credit side of Fair Trade, the sponsors of Fair Trade need have no worry as to the final verdict of the jury of public opinion. All that the public needs to know are the simple, true facts about Fair Trade, and it is the hope of your Committee that you will not fail to inform yourselves through the statistical and factual data about Fair Trade legislation, which may be obtained through the National Association of Retail Druggists and the drug press in general.

In familiarizing yourselves with the survey conducted by the Druggists Research Bureau, and previously referred to in this report, it should be borne in mind that approximately 75% of the total drug busines by reason of their geographical location, done by the small retail druggists in tow of ten thousand population or less. To g the full significance of this statement, should be noted that 71% of the people this country live in towns of ten thousar or less. Under Fair Trade, in these sma towns where the majority of the people liv the public has been saved $4.07 out of ever $100 spent for drug store merchandise. might well be emphasized here that sinc there are approximately three times th number of people living in small town in a national or total sense, to the numbe living in the big cities that there is approx mately three times the dollar value of bus ness done with the net result of approx mately three times the saving to the publi over all. This statement of fact offset by its advantage to the majority of th people of the country, the slight increas in a few of the larger cities, where cut throat competition was more prevalent prio to Fair Trade. While the report clearl shows a reduction in the national drug stor bill in dollars and cents, it is not the onl advantage the public has received, and you Committee feels it is reasonable to assum that the public has received an additiona advantage in the safe-guard it enjoy against counterfeit and inferior merchan dise, as a result of Fair Trade legislation.

The results of another investigation, con ducted entirely independent of Fair Trad investigation, might also be noted here, an we refer to the report compiled by the Na tional Industrial Conference Board, whc conducted a very exhaustive research int the cost of living. Let us see what hap pened. Selecting the years in which Fair Trade has been in operation, in a national sense, and comparing them to the figures which form the basis of this report to the cost of living prior to this period, we find that the cost of living over all rose from 82.6 points to 85.2 points, or almost 3 points. In the same period the price of drug store products, under Fair Trade, decreased approximately 1% over all. Your Committee makes bold to say that had Fair Trade been as general in its application during the entire period in which the survey

(Continued on Page 223)

Women's Auxiliary of the Charlotte Pharmaceutical Association

Mrs. Philip Van Every,
Corresponding Secretary

This fall weather just perks us all up—we begin thinking of football games, holiday festivities and all the grand things that take place during the next two seasons. But, I know a large group of "us girls" are happier over our drug clubs meeting again than anything else. We had such fun at our convention here in Charlotte last May—met so many grand people, and it just gave us such ambition to be a very lively club here.

Charlotte is a grand place to shop, and we would love for some of you girls shopping here to join us the second Tuesday each month—tell us what your clubs are doing and enjoy our meetings with us. You'd love it!!

For instance, had you been here in September when we met together for our first meeting at Thacker's, not only would you have enjoyed a dee-licious luncheon, but you would have had the proverbial "Barrel of Fun."

Mrs. T. N. Edwards, our president, presided beautifully—started off our new year with a bang by having us vote on matters that might cause misunderstandings later. Mrs. John K. Civil, our state president, was also a very stimulating influence; and we had a regular open-forum for ideas, plans, and laws.

Seated next to me was Mrs. T. C. Yearwood—our treasurer and secretary. You remember the swell job she did as head of the prize committee at the convention. She's a very capable woman and has so much enthusiasm and spirit for the whole organization.

I peeped around Mrs. Edwards' shoulder and there sat Mrs. D. L. Wheeler looking quite stunning in black. She's our vice-president and will make a perfect one.

Also with us was our state secretary-treasurer, Mrs. H. L. Bizzell, so if you will visit us, you'll see quite a few prominent folk.

And, I do want you to have the pleasure of watching our president preside. Mrs. Edwards is very individual and it's quite refreshing.

Now, I must tell you of our committees, for they play a very important part in our activities:

Mrs. Louis M. Holmes is chairman of our hostess committee. She was the lovely brunette who welcomed you so graciously at the convention.

If I mention the convention too much (please forgive) you see 'twas my first and I still can't get over it.

Then Mrs. James Boyce Hunter is chairman of the visiting committees. You all know her. She was our president last year, the real brains behind the women's part in the convention and worked on every detail of it with an untiring zeal and unceasing strength and interest.

Mrs. D. L. Wheeler is chairman of the hospitality and program committees, and by the way, I was quite interested to hear she has the splendid idea of suggesting we keep a year book. Wouldn't that be great! Let's vote on it, girls!

Mrs. J. W. (Oh! Johnny!) Bennick is chairman of the ways and means committee. She's the one who cooked up the "veddy" smart idea of us having a bridge tournament and attending it ourselves to make money for our clubs. Clever these Chinese—also these druggists and traveling men's wives.

We'll let you know next month what we decide about our year book.

Enjoy visiting with you.

Come to see us.

An Unpardonable Error

We regret exceedingly that we made an embarrassing and unpardonable omission in the October issue on page 156 in the article entitled, "Entertainment Features." We failed to state that the delightful garden party and tea given at the Charlotte Country Club on the third day of the convention was tendered by Biltmore Dairies. This was one of the most beautiful and elaborate affairs given in honor of the ladies. Full credit was accorded to Biltmore Dairies for the courtesy in the May or Program Number of the Journal, and we regret exceedingly that we did not mention them as the hosts in the synopsis of entertainment events in the Proceedings. We are exceedingly sorry and extend our sincere apologies to Biltmore Dairies.—A. N.

A Yardstick Free

How did your business answer the helm in 1939? Were you quite happy with the results? Have you any way of determining how your business compares with others as to merchandise costs, gross margin, expenses for salaries, rent, advertising, delivery, heat, light, insurance, and other miscellaneous expenses? It is difficult to go about correcting conditions that contribute to low profits or lack of profits without a guide of some kind. The answers to these questions and many more are contained in the latest Lilly Digest. It represents 1939 drug-store operations broken down in many interesting ways. It's a yardstick which any retail druggist can use to measure his own performance in the drug business. The figures, facts, and findings were gained from the free Lilly Analysis Service which has been offered by Eli Lilly and Company for eight consecutive years. Nearly 4,000 drug stores provided the figures; 611 stores used the service in 1940, supplying 1939 figures. Three hundred and forty-five stores supplied figures on their prescription department, so that the latest digest for the second time contains much factual data on the operations of the professional side of the drug business. From the Lilly Digest you can learn whether your prescription prices are above or below average. The typical price in 1939 was 91 cents. There are data on country stores and on city stores, on large volume and on small volume. Drug stores quite similar to your drug store have been studied from many different angles. Here you can see what other druggists have invested in prescription stock in proportion to prescription department volume. Here you will find material on buying in quantities versus buying for turnover and the true key to success in management—buying for return on the dollar invested.

You too can participate in this unique service offered by Eli Lilly and Company without cost, without obligation, and in strict confidence. First, however, prove the worth of the service to yourself by sending for a Lilly Digest. These attractively prepared reports should interest every druggist. They are highly constructive, and fre for the asking. Better drop a post car asking for one today. When you have rea it mark your calendar as a reminder to mak use of this free service as soon as you inventory for 1940 is out of the way. I may mean hundreds of dollars in savings t you. To many druggists, according to grate ful admission, it has meant thousands o dollars in savings because the individua analysis has suggested ways and means o bettering the return on every dollar in vested in the drug store. Address Eli Lilly and Company, Box 618, Indianapolis, In diana. Just say you want the latest Lilly Digest.

Warning—Fraudulent Parke-Davis & Company Checks

In certain sections of the State of Michigan and also in the State of Indiana, a bad check artist has victimized a number of druggists with fraudulent Parke, Davis & Company checks. This particular party, using the name of W. F. Robinson, also H. Bockman, talks about the products of Parke, Davis & Co., poses as a Parke, Davis salesman on a vacation, has printed check forms that bear a certain but faulty resemblance to the genuine ones. In most cases he negotiates for the purchase of a camera or other merchandise running into a total of a few dollars and tenders a check for between $30 and $50 in payment.

We urge you to communicate with the police the moment such an individual attempts his fraudulent operations in your store.

Formulary

The Duke Hospital Formulary, a seventy-five page book containing a list of drugs and prescriptions used in the wards of Duke Hospital, is now abailable at one dollar per copy. This well-organized publication was compiled by **Pharmacist I. T. Reamer** and is particularly recommended to those pharmacists who receive prescriptions from this hospital. If you desire a copy, forward your dollar to I. T. Reamer, Duke Hospital, Durham, N. C.

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*, Chapel Hill, N. C.

dditional Fair Trade Manufacturers

The manufacturers listed below, eleven number, have qualified under our Fair rade Law since the Charlotte Convention. his brings the total number of Fair Trade anufacturers operating under the Fair rade Law to 277.

Fair Trade manufacturers want their inimum prices observed and, in most ases, they will see that they are, if they re notified of violations that occur. You ill render a distinct service by reporting nmediately all violations that come to your ttention to the Fair Trade Committee and the manufacturer whose prices are inolved.

ndrew Jergens Company, Cincinnati, Ohio.
he Armour Laboratories, Chicago, Ill.
hicopee Sales Corporation, New York, N. Y.
he Gafford Pharmacal Co., Cleveland, Ohio.
eneral Transformer Corp., Chicago, Ill.
odocholeate Products Corp., Newark, N. J.
amont, Corliss & Company, New York, N. Y.
arus & Bro. Company, Inc., Richmond, Va.
ederle Laboratories, New York, N. Y. (Vitamin B Complex Solution and Capsules).
hos. Leeming & Co., Inc., Richmond, Va.
mith Bros., Inc., Poughkeepsie, N. Y.

The Drive for Fair Trade

In the next issue of the JOURNAL, this ection will carry a full report of the reults on "The Drive for Fair Trade," made uring the week of October 14-19 by the 'air Trade Compliance Members of the 'air Trade Committee in respective counies of the State.

The responses that have been received up the time this is written have been gratiying, indeed; but little time has lapsed nd consequently only a small number of he Compliance Members have furnished a eport on the work done by them.

The purposes of this concerted drive were (1) to emphasize the benefits that have already resulted from the Fair Trade Movement and to point out its greater possibilities when given the support it deserves; and (2) to obtain funds by way of contributions from the druggists of the State, sufficient to enable the Fair Trade Committee to prosecute its work in the manner in which it should be done.

Your County Legislative Chairman has been appointed the Fair Trade Compliance Member of the Fair Trade Committee of the N. C. P. A. for your county. We ask that you give him your full cooperation to the end that the Drive for Fair Trade in your county, at least, will be a 100% success.

Drug Stores Preparing and Selling Food to Get Health Rating

According to a recent ruling of Dr. Carl V. Reynolds, state health officer, drug stores that *prepare* and sell sandwiches are classified as restaurants and must be inspected and given health ratings as such. Dr. Reynold's statement follows:

"Inasmuch as many drug stores now *prepare* and sell sandwiches and because these same establishments in some instances do not regard themselves as restaurants and have complained because they have been inspected and rated as such, an explanation may help to clarify misunderstandings.

"Without regard to the legal definition of what constitutes a restaurant, it is necessary to realize that although only a small amount of food is involved in many cases, sanitary food handling and health hazards cannot be associated with the amount of business involved.

"Drug stores selling only a few sandwiches, grocery stores selling only a few hot dogs, etc., must meet all requirements of a cafe as we generally understand them,

such as adequate facilities, including a sink and running hot water for the washing of utensils, glasses and dishes, toilet facilities, proper cleanliness throughout, effective fly control, health certificates for all food handlers, proper garbage disposal, refrigeration and other more detailed requirements.

"Following an inspection, a placard showing the sanitary grade determined is required to be posted by the proprietor. This placard may be that of a grade A, B or C cafe. If the amount of business does not justify meeting the requirements, exceptions cannot be made nor are there any short cuts to the sanitary handling of food.

"Every business has its own peculiar requirements and demands; to try to run a cafe in a drug store does not in any way reduce the minimum requirements imposed upon cafes and small food handling establishments that operate only as cafes in buildings."

Fair Trade Price Changes, Additions and Extensions

COLGATE-PALMOLIVE-PEET COMPANY

Supplementary Fair Trade schedule showing a change in the Fair Trade Minimum on Cashmere Bouquet Cold Cream No. 25 Jar.

Formerly the minimum was 23c—it is now 25c.

(October 10, 1940, effective date.)

PRO-PHY-LAC-TIC BRUSH COMPANY

Notification of Extension of Fair Trade Amendment

Please take note that, as permitted by the provisions of the Fair Trade Act Agreement, effective in this state, under which minimum retail prices have been established for this Company's products, we are now extending the expiration date of our recent amendment dated May 23, 1940, permitting the sale of a regular 29c Pro-phy-lac-tic Tooth Brush and a 25c size can of Pro-phy-lac-tic Brand Tooth Powder, both for 29c until November 20, 1940.

(Effective September 30, 1940.)

THE J. B. WILLIAMS COMPANY

We have added a new item—Guest Doub cap Shaving Stick, Special.

This new Shaving Stick is put up in attractive red Marbelite Case and will ret at 15c each, with a Fair Trade Minimu of 13c each, or 2 for 25c.

(Effective October 2, 1940.)

PROPHYLACTIC BRUSH COMPANY

Under date of October 22nd The Pr phylactic Brush Company, also, extends t expiration date of their recent amendme dated April 22, 1940, permitting the sale two regular 40c cans of Prophylactic Bra Tooth Powder for 39c and a single can f 23c, until December 31, 1940.

HENRY K. WAMPOLE & COMPANY INCORPORATED

Announced the following price change effective September 18, 1940.

Product	*Size*	*Reg. Retail Price*	*Co Mi Rete Pri*
Wampole's Preparation	6 oz.	$0.60	$0.
	16 oz.	1.09	.
Creo-Terpin Comp.	3 oz.	.47	.
	10 oz.	1.09	.
Diuretic Comp.	16 oz.	1.50	1.
Phospho-Lecithin Comp.	6 oz.	.65	.
	16 oz.	1.30	1.
Apergols	24's	1.25	1.
	100's	4.80	4.

Notice.—The minimum prices listed abo shall apply pro rata to the sale of *parti* or *rebottled packages*, if sold under *Wampole* trade-mark, brand, or name, a shall be determined as follows:

If the quantity sold is less than that co tained in the smallest package listed abov the minimum price shall be not less tha a pro rata proportion of the minimum pri for such smallest package.

If the quantity is greater than that co tained in a listed package, but less tha that contained in the next larger listed pac age, the minimum price shall be not le than a pro rata proportion of the minimu price listed for the smaller of such package

C. P. Greyer, Sr., age 64, for 35 years a prominent Morganton druggist and a former member of the North Carolina Board of Pharmacy, died at his home on the night of October 5 after an illness of three years. Funeral services were conducted at the residence on Sunday afternoon, October 6, and the body taken to Ivy Hill, a family burying ground at Upperville, Va., for interment.

A native of Rockingham County, Va., Mr. Greyer located at Morganton in 1905 after receiving the degree of Doctor of Pharmacy from the Philadelphia College of Pharmacy, and for over 30 years he owned and operated the Burke Drug Company. Three years ago he retired from active work on account of declining health. He served on the North Carolina Board of Pharmacy for fifteen years.

Mr. Greyer was a deacon of the First Presbyterian Church, Morganton, and is survived by his wife, the former Miss Mamie Virginia Chappelear of Delaplane, Va., two sons, C. P. Greyer, Jr., and J. W. Greyer, and a grandson, two brothers and four sisters.

Loyal, efficient, unselfish: these were the traits which endeared Mr. Greyer to the writer and to the druggists of North Carolina whom he served so long. In the passing of Charles Peyton Greyer, pharmacy in North Carolina has lost a friend who cannot be replaced.—W. J. S.

Charles Peyton Greyer

An Appreciation

In the passing of Charles Peyton Greyer, who became a registered pharmacist in 1906, ;e profession of pharmacy lost one of its finest members and the State one of its best itizens.

After receiving the degree of Doctor of Pharmacy from the Philadelphia College of 'harmacy in 1905, Dr. Greyer came to Morganton, where he owned and operated the ;urke Drug Company for over thirty years, retiring from active work there three years go on account of failing health. He was a Christian gentleman and served as Deacon ı the First Presbyterian Church of Morganton.

He served on the Board of Pharmacy for fifteen years—three terms—and his forceful nd decided, though quiet, personality and splendid equipment in his profession made im a successful and acceptable member of this body.

On behalf of this Board the writer, who was not only a co-worker, but also his personal riend and admirer, extends to his noble and devoted wife, his two fine sons, and other ıembers of his bereaved family, sincere sympathy and best wishes.—F. W. H.

News of Interest About North Carolina Druggists and Drug Stores

J. A. Goode, of Asheville, has been named a member of an advisory committee of nine members to assist in working out a program of cooperation between the consumer division of the National Defense Advisory Commission and distributors.

M. L. Jacobs, of Chapel Hill, attended the meeting of the U. S. P. Revision Committee at Pocono Manor, Pa., the week of October 14.

S. S. Minton, of Warsaw, who received the degree of S.B. in Pharmacy at the State University in August, has accepted a position with Elson's Drug Store at Enka.

S. G. Clark, of Pittsboro, is now connected with the Apothecary Shop of Elizabeth City.

E. G. Campbell, of Lucama, who received the degree of S.B. in Pharmacy at the State University last June, holds a position with Bissette's Drug Store in Wilson. **McDonald Davis,** of Clinton, another of the 1940 graduates, is working in Wake Forest.

Captain Kenneth A. Kirby, of Raleigh, adjutant of the 60th Brigade, who is pharmacist for the State Prison Department has been given a leave of absence for a year to serve with the National Guard, beginning Sept. 16. **First Lt. J. M. Hall, Jr.,** of Wilmington, is stationed at Camp Jackson with the National Guard.

A. Hal Cornwell, of Lincolnton, has returned to his work following an operation for appendicitis.

We understand Hart's Pharmacy of High Point has discontinued business.

The JOURNAL extends sympathy to **R. W. Horton** of Goldsboro in the death of his wife which occurred on the night of July 19 following an illness of four years.

D. A. Smith, who received his N. C. license in 1924 is now representative of the Norwich Pharmacal Co. in Maryland territory. A recent letter from him says that he is living at 814 Kingston Road, Baltimore.

Mr. and Mrs. A. C. Cecil of High Point had a most delightful trip this summer through western states and on to Alaska. They returned by way of the Canadian Rockies and Chicago. When questioned by a JOURNAL reporter, Mr. Cecil stated t his visit to the Grand Canyon was the hi light of the trip. Mr. and Mrs. Cecil w accompanied by their daughter, Miss M Lou Cecil.

Welcome Home

Friends will be glad to welcome b to North Carolina **F. P. Hunter,** origin of Littleton and Warrenton, but for m years a resident of Portsmouth, Va. Hunter was a charter member of the C. P. A. and received his license the fi year of the operation of the Pharmacy A 1881. He established the Hunter Drug in Warrenton, about 1876 and operated until he sold the store in 1899. It was ow for a number of years by M. M. Pendle until his death in February, 1911. It v then bought by Messrs. **"Bill" Burw Alpheus Jones,** and **Walter R. White,** all Warrenton. In 1916 Mr. Burwell dispo of his interest to the other two partn who are still operating it under its ori nal name, the Hunter Drug Co. For ma years Mr. Hunter was representative the Tilden Co. He retired about a year a We are glad to have Mr. Hunter back North Carolina!

The following students received the gree of S. B. in Pharmacy at the end the State University Summer School: **H. Dillon** of Elkin; **S. S. Minton** of Warsa and **Mac. W. Stevens** of Broadway.

Doctor Henry M. Burlage of Chapel H has been named a voting delegate to t Intersociety Color Council representing t National Formulary Committee. The Co cil is interested in establishing standar for color designation for industrial a scientific work.

The Ham Drug Company of Greensbo was broken into during the night of Aug 31 and a quantity of candy, pipes and cig stolen. The night visitor removed abo $45 from a stamp machine.

Note from a JOURNAL reporter: "Wils Druggists have gone further than the St Pure Food, Drug and Cosmetic Law a

ave agreed to confine the sale of barbi-uric acid derivatives to prescriptions. Am nformed that this arrangement works very ell. They are to be congratulated on this rogressive step."

A. E. Galloway of Cecil's Drug Store, High Point, recently received a written rder for "Borton Pe-We and Sweet spirt nydia." Balsam Copaiba and Sweet Spts. Nitre filled the bill. A pharmacist in Bur-ington was asked to supply "Blue Heaven apsules," otherwise known as Sodium Amytal Capsules.

Hunter J. Farnsworth, salesman for the W. A. Sheaffer Pen Company, must have he winning sort of golf clubs as someone ook a fancy to five of them on the night f October 4 and "borrowed" them from his ar which was parked near the King Cotton Hotel, Greensboro. Reported as missing in ddition to the above mentioned clubs were: everal golf balls, a round duffel bag, a ady's jacket and four desk pen sets.

The University of North Carolina ob-erved Founder's Day on October 12 by elebrating the completion of a $6,000,000 uilding program at its three units. The rogram embraced the building of 26 new tructures, the renovation of eight others nd the erection of additions to three.

Peerless Pride, a Blue Belton English Setter, owned by **L. M. Bobbitt** of Winston-Salem, is the new national amateur pheas-nt champion. The setter won the two-day event on October 14 over a field of 24 of the country's finest bird dogs on grounds of the Buffalo Trap and Field Club.

A recent issue of the *Southeastern Drug Journal* carried a photograph of **Sam E. Welfare,** of Winston-Salem, on the cover page. Mr. Welfare is one of our most loyal Association workers and is highly deserving of this recognition.

We have just seen a photograph of the Graham Drug Co., of Graham, just after an automobile "blitzkrieg" struck the pharmacy. When two cars crashed together at the corner of Main and Harden Sts., one of them ran amuck and demolished an eighteen-foot plate glass window of the drug store. The crash occurred before the store opened for business. Charges alleging reckless driving have been filed against the drivers of both cars.

W. B. Harris of High Point has opened The Ring-Harris Pharmacy in the location formerly occupied by the Ring-Bobbitt Drug Store.

Fire discovered early on the morning of September 28 caused damage to the stock and fixtures of the Chandler Drug Co., Leaksville, amounting to $8,000 or more, according to an estimate of the owners. The loss is partially covered by insurance. The fire apparently started in or near the prescription department of the drug store.

H. S. Fox originally of Asheboro, has bought Merrill's Pharmacy of Southern Pines and taken over active management of the store. The name of the store has been changed to Southern Pines Pharmacy.

The Carolina Drug Co. of Mebane held its formal opening late in the summer, when many visitors inspected the soda and grill section of the store and visited the new hotel connected with the same company. The store has been dressed up from top to bottom. Daylight-type lights make it as light as day; fans keep customers cool in summer and thermostatically controlled heat keeps them warm in winter. The 25-foot counter is finished on the inside with stainless steel; the walls of the store are finished in a delicate green bordered in cream and maple-colored woods. During the opening evening favors and refreshments were served and an orchestra furnished music. The drug store-hotel is operated by **J. S. White.**

From a roving reporter: "Saw **'Red' Goodrich** prowling the territory last week and he is looking good and fully recovered from his recent siege of illness."

Hale's Pharmacy, Seaboard, recently moved into a new building. The store is located in the same building with the post office. Looks like Hale and Uncle Sam are prospering.

Dan Compton, popular salesman for the Justice Drug Company, Greensboro, was painfully injured in an automobile accident which recently occurred near Reidsville.

Rob Roy Copeland of Ahoski attended a state Kiwanis meeting in Winston-Salem during the first week of October. While in Winston-Salem, he and **Tom Stanback** called on **Sam Welfare.**

Junior Pharmacist Examination Announced

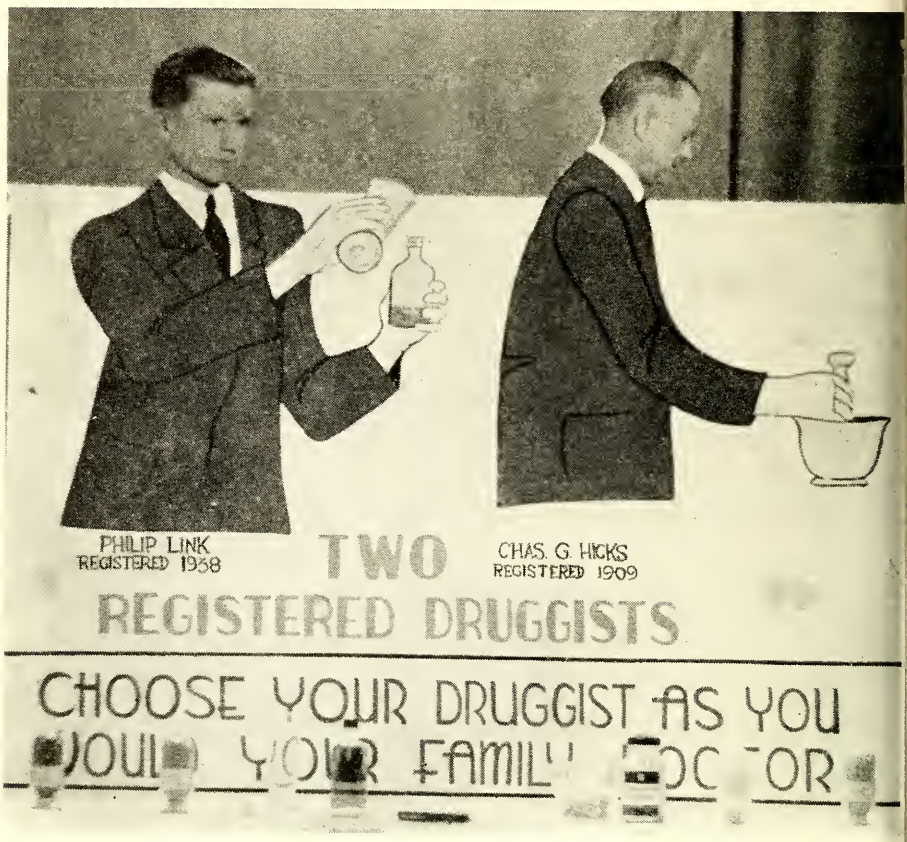
An examination has been announced to fill junior pharmacist positions paying $2,0(a year to start.

No experience is necessary, but a full 4-year course leading to a bachelor's degr with a major in pharmacy is required. A license from a State Board of Pharmacy ma be required for certain positions that may be filled as a result of this examination.

Applicants must not have passed their thirty-fifth birthday unless entitled to milita preference, and in the latter case they must not have reached the retirement age.

The duties of these positions will be to have charge of the pharmaceutical work in hospital or dispensary or to assist the pharmacist in charge of this work; to compoun doctors' prescriptions or other medicines; to manufacture U. S. P. and N. F. preparations to maintain stocks and supplies; keep records; prepare reports, and perform relate duties as required.

The examination announcement gives further details. The announcement, with th application form, may be obtained from the Secretary, Board of U. S. Civil Servic Examiners at any first- or second-class post office, from the U. S. Civil Service Commissio Washington, D. C., or from any of the Commission's district offices.



Professional window display installed by Phil Link of Reidsville

Marriages

In a private wedding Miss Ruth Mathews of Spring Hope became the bride of **Earl Uel Capps** of Nashville in the late afternoon of September 12 at the ancestral home of the bride. Mr. Capps is originally from Fayetteville and received his pharmaceutical training at the State University, graduating with the degree of S.B. in Pharmacy in 1938. For the past several years he has been associated with the Ward Drug Co. of Nashville.

Friends of the young couple, particularly fellow-students in pharmacy at the State University of the bridegroom, will be interested in the announcement of the marriage of Miss Frances Pointer and **William Walton Allgood,** both of Roxboro, which took place at Charlotte Courthouse, Va., on August 1, 1940. Mr. Allgood is a member of the 1941 graduating class in pharmacy at the University and he and his bride are making their home in Chapel Hill until June.

Friends will be greatly interested in the announcement by Mr. and Mrs. Oscar Edward Scarboro of the marriage of their daughter, Alice Nell, to **William C. Lewis** on August 31, at York, S. C. The bridegroom is originally from West End and graduated from the State University School of Pharmacy in 1936. He served one year as student assistant in the pharmaceutical laboratories and was president of the pharmacy student body his graduating year. He was for some time connected with the Kannapolis Drug Co. of Kannapolis, but since the middle of the summer has been with Sterling Drug, Inc., of Charlotte. The young couple are making their home at 102 Jefferson Apts. in Charlotte.

Mr. and Mrs. Adolph George Ahrens of Wilmington announce the marriage of their daughter, Gladys, to Mr. Joseph Hugh Clendenin on Wednesday, the eighteenth of September, at St. Paul's Lutheran Church.

Miss Frances Dees, daughter of Doctor Ralph Dees of Greensboro and Mr. Walter B. Jones, son of **J. Hunter Jones** of Haw River, were married at the home of the bride on August 24. Mr. Jones is an engineer with the State Highway Commission. After September 1 the young couple will make their home in Raleigh.

Announcement has been made of the marriage of Miss Mariam Sloan of Wallace and **B. R. Ward** of Goldsboro on July 31. Following the wedding the couple left for Western North Carolina and Virginia Beach. Mr. Ward is pharmacist in charge of the Goldsboro Drug Co.

Miss Virginia Simpson and **Robert A. Buchanan** were quietly married Sunday, August 18, at the home of Rev. P. L. Shore, Greensboro, and left immediately for a wedding trip. Mrs. Buchanan, a native of Greensboro and graduate of Rankin High School, is the youngest daughter of Mr. and Mrs. H. C. Simpson, of Franklinville, formerly of Greensboro. For several years she served as manager of the fountain department of Whelan Drug Company. Mr. Buchanan, a native of Greensboro and son of G. C. Buchanan, is a graduate of Bessemer High School and the University of North Carolina School of Pharmacy. He is pharmacist at the King Cotton Drug Store of Greensboro.

Births

Joe Pike of Pearl Drug Company, Concord, is the very proud father of a 9-pound girl born on August 6. The young lady has been named Ellen Louise. A JOURNAL reporter writes: "Father doing well."

On Labor Day, September 2, **W. Ronald Lane** of Brooklyn Pharmacy, Wilmington, became the proud papa of a 6½-pound boy, W. Ronald Lane, Jr.

Deaths

Joseph Alphonso White, prominent druggist of Mooresville and manager of the J. A. White Drug Company, was killed in an automobile accident which occurred near his home on October 6. For many years Mr. White operated a drug store in Davidson and had taken an active interest in the Association. The JOURNAL extends sincerest sympathy to the family of Mr. White.

R. L. Reinhardt, well-known druggist of Forest City and mayor of his city for the fifth successive time, died recently of pneumonia after a short illness. Mr. Reinhardt attended the School of Pharmacy at Chapel Hill, 1908-1909, and was licensed as a pharmacist in 1910. For a number of years Mr. Reinhardt had operated the Peoples Drug Store of Forest City.

Dean Rubber Manufacturing Co. Clears Federal Action

Considerable publicity has been given through the drug press to an announcemen concerning the Dean Rubber Manufacturing Company of North Kansas City, Missour in reference to a decree issued covering defective prophylactics. An erroneous impressio prevails that the company has been prohibited from the sale and distribution of thei products.

After checking carefully with all government agencies concerned, it has been foun that the entire controvery centers around merchandise intended for export and does not i any way reflect on the company's domestic policy which conforms and is subject to thos regulations imposed by the government upon all manufacturers of rubber prophylactics

In view of the fact that the action was a consent decree, there was no hearing, tria evidence or testimony presented before the court.

To substantiate these premises the following statement, taken in part from a com munication from the Food and Drug Administration, September 13, 1940, and signed by G. P. Larrick, acting commissioner, says in effect that the action does not in any way prevent the Dean Rubber Manufacturing Company from continuing its normal course o business.

R. R. Burks of the Paramount Sales Company, Knoxville, Tennessee, distributors for the Dean Rubber Manufacturing Company in this section, says: "We regret that efforts to misrepresent the facts in the above controversy have caused some apprehension among our many friends in the drug trade. However, we have endeavored to keep faith with our customers and feel that it will not be difficult for us to clarify our position and that of our manufacturer in this connection."

In order to have the highest grade of merchandise for the entire Dean line and comply with the requirements of the United States Food and Drug Administration, it is necessary when testing to discard a considerable quantity of goods which have slight flaws. Naturally, as these rejects are often far superior to any goods manufactured in several foreign countries, it has been the policy of Dean Rubber Manufacturing Company to export this grade of merchandise. It has never been the intention of the Dean Company that this merchandise intended for export be sold in this country.

"The active members of our sales staff, including R. R. Burks and W. M. Breeding, Jr., who work the Carolinas, will continue to advocate a strict drug store policy which we have followed for almost 20 years, and will work conscientiously to see that those lines we distribute protect at all times the best interest of those retail druggists who have so loyally supported us for almost twenty years".

Remember These Slogans?

1. "A good way to improve the monotony of any job is to think up ways of improving it".

2. "Keep your head up and your overhead down".

3. "The worst boss a man can have is a bad habit".

4. "Never kick a man when he is down—he may get up".

5. "What the future has in store for you depends in large measure on what you place in store for the future".

6. "A green salesman will sell more than a blue one".

7. "Always watch the man behind the one in front of you".

8. "The man who is good at making excuses is seldom good at anything else".

9. "The faster a man is, the more difficulty he has in catching up with his running expenses".

10. "Many a self-made man quit work too soon".

11. "Someone once said that a good poker player could successfully run any business—but what does a good poker player want with a business".

12. "It is better to build boys than to reclaim men".

13. "A lazy man likes to think that it is just his way of conserving energy".

14. "A lot of hard luck comes from sitting around waiting for a soft snap".

15. "The man who arrives many mornings at his work 'all in' will soon find himself out".

REPORT OF THE N.A.R.D ADVISORY FAIR TRADE COMMITTEE

(Continued from Page 212)

was conducted by the National Industrial Conference Board, the figures would have been substantially more in favor of Fair Trade legislation, and feels confident in making the statement that the cost of living, during the period under examination, was actually reduced in the total figures through the operation of Fair Trade legislation. Certainly, no part of the increase of the cost of living found by the research of the National Industrial Conference Board can be charged to Fair Trade.

In a sense, Fair Trade has gone through its experimental stage and has justified itself, not only to ourselves as retailers, but to the public as a whole. It offers much hope to the future independent in all lines of retailing. It has stopped the drain of business away from the legitimate independent merchant at no expense to the public. The tricksters under Fair Trade are now compelled to give full value to the public if they conform to the law, in each and every one of their transactions. Below-cost baiting on a few well-known items and then charging unreasonable profits on unknown and off-brand merchandise, along with other sharp practices are, under Fair Trade, rapidly finding their way into the limbo of forgotten things.

In view of the hundreds of thousands of transactions conducted in the forty-four states now operating under Fair Trade legislation, we are gratified to report enforcement from a practical point of view to be satisfactory. We are constrained to believe that the overwhelming majority of the violations of the law have been through ignorance rather than wilful intent.

In conclusion, your Committee confidently believes that Fair Trade legislation will continue to make its contribution in the field of fair business practices to the manufacturer, the wholesaler, the retailer and the consumer. Your Committee has but one fear and that is the fear of self-complacency

on the part of many state groups, and we urge your closer cooperation and support of the various Fair Trade committees who function in the Fair Trade states, at the instance of forty-four state pharmaceutical associations. Only through an informed, alert, militant and appreciative membership of all of our associations, can the full benefits of Fair Trade accrue to all parties concerned.

N. A. R. D. Convention

North Carolina was well represented at the recent New York Convention of the National Association of Retail Druggists, twenty-two being present from this state. **Mr.** and **Mrs. C. L. Eubanks** of Chapel Hill, **Mr.** and **Mrs. P. A. Hayes** and **Mr.** and **Mrs. C. C. Fordham, Jr.** of Greensboro, **Mr.** and **Mrs. George W. Matthews** and son, Pete, of Asheville, **Mr. P. J. Suttlemyre** and son of Hickory and **Mr. C. R. Whitehead** of Ramseur were present for this year's most successful meeting. **Mr. Sam Welfare** of Winston-Salem, **Mr. E. F. Rimmer** of Charlotte, **Mr. Paul Bissette** of Wilson, **Mr. D. L. Boone** of Durham, and **Mr. Phil Gattis** of Raleigh were on hand for the round of activities which kept our delegation busy from morning to night.

Chairman of the N. C. Delegation, **J. A Goode** of Asheville, presented a Report of the N. A. R. D. Advisory Fair Trade Committee which is published in the JOURNAL this month. Mr. Goode was accompanied to New York by Mrs. Goode and their daughter, Kathryn. **President Hollingsworth** of Mount Airy picked up some good ideas which he will soon be passing on to us through the pages of the JOURNAL.

Reports reaching this office from various members of the North Carolina Delegation indicate that **Doctor E. V. Zoeller** of Tarboro was the "life of the party;" that he "took in" the World's Fair in grand style.

W. F. Rogers

As we go to press the news of the sudden death of William F. Rogers, prominent Durham druggist and brother of Ralph Rogers, president-elect of the N. C. P. A., has just reached us. A more complete obituary will be carried in the December issue of the Journal.—W. J. S.

"An Invitation"

We extend a cordial invitation to all of our friends to visit our display room and look over our 1940 line of Holiday gift merchandise, which is now on display.

We have added many new lines and are sure you will agree that it is the most magnificent line of gift merchandise we have ever offered. We were fortunate in procuring many lines that cannot be bought now at any price due to world conditions.

Won't you come in and visit us early while the line is complete?

SCOTT DRUG COMPANY

"The Service Jobber"

Charlotte, N. C.

The Carolina Journal of Pharmacy

PUBLISHED MONTHLY BY THE

NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

AT CHAPEL HILL, N. C.

W. J. SMITH, MANAGING EDITOR

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Vol. XXI — DECEMBER, 1940 — No. 12

Officers of the North Carolina Pharmaceutical Association for 1940-41

President, also Chairman of Executive Committee.....Joe Hollingsworth, Mt. Airy
Secretary-Treasurer.....W. J. Smith, Chapel Hill
Secretary-Treasurer N. C. Board of Pharmacy.....F. W. Hancock, Oxford
Chairman of the Legislative Committee.....Paul H. Thompson, Fairmont
General Counsel, also Executive Secretary Fair Trade Committee.....F. O. Bowman, Chapel Hill

Support Our Advertisers

Twelve times a year for twenty-one years the Journal has been published and mailed o a large group of readers throughout North Carolina and adjoining states. When the AROLINA JOURNAL OF PHARMACY was conceived years ago, the Association endorsed it without cost to the Association." This endorsement of "without cost to the Association" as been and will continue to be rigidly adhered to by the present Managing-Editor.

Since this publication has no wealthy philanthropist lurking in the background, hrough financial necessity we must secure operating funds from the one source which is vailable—our advertisers. If you enjoy reading the Journal each month, why not write letter or card to one or more of the Journal advertisers and tell them of your appre- iation; better still, send them an order which will express yourself in a material way. f you do this, it will greatly aid us to retain and increase future advertising in the ournal.

Unless additional advertising is obtained it will be impossible to run 40 pages to the ssue as was the case with the November issue of the Journal. In the past the Journal as averaged 28 to 32 pages a month. Believing that a larger Journal with more epartments and photographs is desired by its present readers, an attempt will be made y the Managing-Editor to increase the advertising which, in turn, will enable us to add dditional reading pages.

If you are interested in helping us in this program of publishing a bigger and better ournal, we will be glad to supply you with a list of the manufacturers who are on our Prospective List" for future Journal advertising. Help us to help yourself.—W. J. S.

Western North Carolina Druggists Enthusiastic Over Asheville Merchandising Clinic

Eighty-one drug store proprietors and clerks representing 21 North Carolina towns met at the George Vanderbilt Hotel, Asheville, November 7, to pool ideas and examine suggestions for more effective merchandising methods. The "Clinic" was given over to more than a half dozen addresses, a round-table discussion and several moving pictures and dramatic skits dealing with various phases of the retail drug business.

Roy Johnson, president of the Asheville Drug Club, welcomed the visitors, and Joe Hollingsworth, president of the State Association, responded. Moss Salley, second vice-president of the State Association presided.

"Action Scenes from a Drug Store" was presented by H. E. Phillips, secretary-treasurer of the Asheville Drug Club, and members of the local drug organization during the morning session. Some do's and don'ts in selling were effectively presented during this skit. W. J. Smith, secretary-treasurer of the N. C. P. A., urged the druggists to lay more stress on personal service to customers, to adhere more closely to state pharmacy laws and to raise their business standards.

Roy Phillips, advertising manager of *The Asheville Citizen-Times*, presented statistics gathered by his staff in a recent survey on why housewives trade at certain stores in preference to certain other stores and pointed out that the study showed *convenience* and *service* were more potent factors in the choice than minor price variations.

The remainder of the morning was given over to a short talk by A. D. Pollard, sales representative of the Whitman Candy Co., on improved techniques for displaying and selling candy and the showing of a moving picture, "How to Take an Order over the Telephone," through the courtesy of the Bell Telephone Co.

Feature of the afternoon was a thirty-minute radio dramatization of a drug store scene, by members of the Asheville Drug Club, in which the practical problems in the retail promotion of vitamin products were portrayed. Particular attention was gi to ways of combating grocery store c petition. John Goode played the part Proprietor Hardy in this program with support of Lacy Meredith as salesman Simpson, Edwin Nowell as customer Bro and Moss Salley as Doctor Arnold. F. Bowman, attorney for the Association, plained pending legislation and pointed that prices of drug store merchandise North Carolina had dropped more tha per cent on an average since passage fair trade legislation.

Coke Cecil, Joe Hollingsworth, P. Suttlemyre, John Goode, W. L. Moose, C. Whitley, W. R. McDonald, H. C. Lu Stacy Smith, Dean Tainter, George Matthews, and others took part in "Open Forum" which followed the dress by F. O. Bowman. This part of program evoked so much interest that ti had to be called so the delegates could tend the banquet which had been arran for them.

Coke Cecil, High Point druggist-magici appeared on the night program and c pletely mystified his audience by pull eggs, coins, etc. from out of the thin "Oscar," Mr. Cecil's assistant, turned another brilliant performance. Lang Common, representing the Eastman Ko Company, showed some color pictures wh he had made and demonstrated how to m indoor pictures.

"What Vitamins Do for Us," a thir minute movie covering the function sales possibilities of vitamins, was presen by Lacy Meredith of Asheville. Dou Graham of Atlanta, special representat of E. R. Squibb & Sons, urged the atte ing druggists to pay special attention their vitamin departments in order to est lish their stores as the logical outlet vitamin products.

The Dr. T. C. Smith Wholesale D House of Asheville registered and paid fees for fifteen retail drug clerks attend this Clinic. Following the meeting, secretary-treasurer of the State Associat received a large number of requests to peat a similar type of program in Ashev next year.

ational Pharmacy Week Observed by North Carolina Pharmacists

Reports reaching this office indicate that ational Pharmacy Week was widely ob-rved by North Carolina pharmacists. adio talks, Man-on-the-Street broadcasts, pearances before civic and luncheon ubs, special ads in local papers and pro-ssional window displays were the order the week.

Radio talks were given by I. T. Reamer er the Durham Station, by P. J. Suttle-yre of Hickory and Mayor Earl Tate of noir over Station WHKY, Hickory, and Man-on-the-Street broadcast by members the Winston-Salem Drug Club. W. J. nith spoke to an audience of 600 school ildren in Durham on the historical back-ound of pharmacy.

Hundreds of Pharmacy Week windows ere installed, and, in a number of cases, notographs of the windows submitted to e Secretary of the Association to be dged by the N. C. P. A. Committee on indow Displays, the winner of which will entered in the national contest.

Druggists of Charlotte purchased a full ge in the October 20th issue of *The Char-tte Observer* to carry their combined harmacy Week message to the people of at section. The individual ads were ouped around a central theme, "Your ruggist Considers the Family," which id, in part, "Few people realize the im-rtant part played in community life by e druggists of Charlotte . . . that in order serve their trade adequately they must ock their shelves with hundreds of rare d costly drugs, kept constantly fresh and arded against all agents of deterioration. nd after years of hard, diligent study and boratory experimentation, they are pro-ssionally qualified to intelligently dispense ese drugs with safety."

Pharmacy Senate

The University Pharmacy Senate, organ-d last year for the purpose of allowing dividual pharmacy students to discuss pics relating to pharmacy, has enjoyed veral interesting discussions this year. me of the topics that were discused were: sition of the Pharmacist in Compulsory ilitary Service; Opportunities of the Phar-macist in Governmental Service; Parlia-mentary Procedure, and others.

The Senate has, at the present time, committees working on the framing of a permanent constitution, and adoption of a key for its members.

For National Pharmacy Week, the Senate decorated two windows in Sutton's Drug Store of Chapel Hill. Themes for the windows were: Your Pharmacist—by Training, a Scientist, and Your Pharmacist—by Profession, a Scientist. In the window emphasizing training were displayed chemical and pharmaceutical laboratory equipment with a background of many of the technical textbooks used by the pharmacy student. In the window emphasizing professional skill were displayed several "right and wrong" prescriptions, with the typewritten prescription in front, and both a container holding the finished prescription as it would be filled by an unskilled person, and a container holding the finished prescription as it would be filled by a skilled pharmacist. Also displayed were a percolator, pill roller, tablet mold, pill tile, etc. Many compliments were received by the Senate for this display.

Although several of last year's Senate members were graduated, the Senate has filled its roll from the waiting list, and the members are looking forward to a full and interesting program of discussions for this year.

$400 Awarded to School of Pharmacy

The Council on Pharmaceutical Research of the American Pharmaceutical Association has awarded the University of North Carolina School of Pharmacy the sum of $400 for a study on "Clays for Medicinal and Pharmaceutical Use." The award will constitute a Fellowship for the Master's Degree and will be under the direction of Doctor H. M. Burlage, formerly chairman of the scientific section of the American Pharmaceutical Association and past president of Rho Chi, honorary pharmaceutical fraternity.

Notice

Read your January 1941 issue of The Carolina Journal of Pharmacy for details concerning the most progressive step taken by the N. C. P. A. since the enactment of Fair Trade in North Carolina.

Winston-Salem Drug Club Holds Monthly Meeting

The second monthly meeting of the Winston-Salem Drug Club scheduled on the Fall program of that organization was held in that city on the night of October 25. Thirty-five members were in attendance with Joseph Hollingsworth and W. J. Smith as guests.

W. A. Gillian, president of the club, announced that $143.00 had been collected by members of the local Fair Trade Committee and forwarded to F. O. Bowman, Executive Secretary of the State Fair Trade Committee. The druggists of Winston-Salem cooperated 100% in this movement.

President Joseph Hollingsworth of the N. C. P. A. discussed the highlights of the recent N. A. R. D. Convention held in New York and urged members of the local club to cooperate with the State Association in promoting pharmacy in North Carolina. Fair Trade, Sectional Meeting and Progressive Legislation were discussed by W. J. Smith.

Club members participated in a round-table discussion of the sale of drugs in outlets other than drug stores following the address by W. J. Smith. Members taking part in this discussion were: Earle Driggers, C. A. Swaney, H. C. Ross, W. A. Gilliam, J. P. Andrews, J. E. Tilley, S. E. Welfare, Haywood Watson and others. Legislation designed to curb the promiscuous sale of drugs by unqualified persons was offered by J. E. Tilley of O'Hanlon's Drug Store. The club decided to invite F. O. Bowman, attorney for the N. C. P. A., to discuss this legislation with them at their next monthly meeting.

100 Percenters

The following pharmacists correctly solved the dilution problem as given in the November issue of the JOURNAL and got their answer in to this office before November 9: (1) W. B. Lyon of Greensboro, (2) P. J. Melvin of Roseboro, (3) A. L. Cochrane, Jr., of Jackson, (4) Ernestine Barber of Williamston, (5) H. D. Crawford of Swannanoa, (6) H. M. Cooke, Jr., of Winston-Salem, (7) R. J. Darden of Clinton and (8) S. M. Purcell of Salisbury.

If you are not too busy getting ready for the Christmas rush(?), try this one and l me know the results: The syrupy extra of nux vomica is found to contain 4.5 of strychnine and 20% of moisture. Ho much milk sugar must be added to 600 Gr of the extract in order to yield a produ which after drying will contain 5% strychnine? Sam Purcell of Salisbury no has a perfect batting average—watch hi strike out on this one!—W. J. S.

Board of Pharmacy Holds Examination

The fall examinations of the North Car lina Board of Pharmacy were held Howell Hall of Pharmacy in Chapel Hi on November 19-20 with every member the Board present.

F. W. Hancock, Secretary-Treasurer the Board, reports that the following su cessfully passed the examinations and wi be granted their licences to practice pha macy: **L. Andrew Lorek,** of Rocky Moun **Clyde Loraine Futrell,** of Walstonburg **Leon Wriston Smith,** of Kannapolis; **Hen Edwards Dillon,** of Winston-Salem; **Solo Scott Minton,** of Enka; **Mac Watso Stevens,** of Chapel Hill; and **A. B. Chan ley,** of Asheville.

Two assistants, **Thomas Wayne Russe** of High Point and **Rupert Cox,** of Raleig passed the examinations and were grante their licenses.

A. M. Mattocks Wins Pharmacy Wee Window Contest

C. C. Fordham, Jr., of Greensboro; **Pa Bissette,** of Wilson and **P. J. Suttlemy** met in Chapel Hill on November 18 select the best window display installed North Carolina during National Pharma Week. The windows were judged upo their professional character, arrangeme and value of their message to the publi

The window display installed by **A. M Mattocks** of Five Points Pharmacy, Green boro, was selected as the best entered the State contest with second prize going **H. M. Cooke, Jr.,** of Summit Street Pha macy, Inc., of Winston-Salem. A phot graph of Mr. Mattock's display has bee entered in the National contest and wi compete for the Federal Wholesale Druggi Association's trophy.

McDuffie-Eubanks Drug Company of Greensboro Establishes Professional Store in New Location

Reproduced above is an interior photo-raph of McDuffie-Eubanks Drug Company, ow located in the Southeastern Building, reensboro.

For years the drug firm has had a com-ete fountain service but there is no foun-in in the new store. Large framed photo-raphs of E. V. Howell, J. G. Beard, E. . Zoeller and F. W. Hancock, which hang the wall facing the prescription depart-ent, have attracted a great deal of favor-le attention.

One of the most modern prescription departments in the South has been installed in the store with the latest equipment for compounding prescriptions. Pharmaceutical products are classified for convenience and all serums and biologicals are stored in a refrigerated cabinet provided especially for this purpose.

To the managers, Roger McDuffie and J. N. Eubanks, and their efficient assistant, Carolyn Cox, the Managing Editor of the JOURNAL extends his congratulations and sincere thanks for establishing a truly professional store.

Action Scenes from a Drug Store

(Arranged by H. E. Phillips, Secretary-Treasurer of the Asheville Drug Club, and presented by members of that organization during the "Merchandising Clinic" held in Asheville, Nov. 7).

CAST:

Master of Ceremonies: H. E. Phillips of T. C. Smith Company.

Clerk 1 (Non-Progressive): W. L. Buhmann of Grove Park Pharmacy.

Clerk 2 (Progressive): C. E. Ingle of Bilbro's Drug Store.

Customer 1: J. S. LeGette of Liggett's Drug Store.

Customer 2: R. Gerald Bryan of Goode's Drug Store.

Master of Ceremonies: I would like to make a few remarks about one word that deeply concerns all of us if we are to be successful in the drug business. That word is merchandising. Only in recent years has the word merchandising become the most important word in the retail drug business. The day has long passed when a business will run itself. The day has long passed when a retail business will run without merchandising.

I might ask what we do mean by merchandising. I think you'll agree that if I asked twenty-five people in this room that same question I would get twenty-five different answers. So if my answer doesn't agree with yours to the "T", I believe it will be in the neighborhood of your thinking. Let us break merchandising down into different kinds of action: (1) Salesmanship; (2) Display; (3) A knowledge of your customers' wants and when they want it and (4) Advertising. By advertising I don't merely mean the price you have on Ipana today but that extra quality and service that will be found in your prescription department or that quality merchandise you see in the rest of the store or the extra something you have that your competitors do not. This all might be summed up to mean simply this: Saying the right thing, at the right time, in the right way, with the right merchandise.

Like everything else there is good merchandising and bad merchandising. A display featuring vitamin products in Jul a store not featuring vitamin products September, or a store that is not clean attractively arranged is a poorly mercha dised store. A store well merchandis must go through a constant change of di play and arrangement day after day. store that never changes in appearance h no appeal to the customer and no o notices the displays and signs.

People like change, they like variety. TH is one lesson the groceryman has learne Not many years ago the groceryman w not a merchandiser. Displays, price ticke salesmanship, store arrangement, cleanline and the other things that make up go merchandising were not in his vocabula But today you walk into that neighborho grocery store and see practically everythi that is included in good merchandising. Y don't see the same displays week after wee I ask why this change? Because the gr ceryman realizes good merchandising is mo profitable and that this is his best weap in fighting competition.

Merchandising is like mercury in that is cumulative. A drive on a certain ite may not produce the results you feel should but in most instances you ha posted judgment too quickly. The resu of any drive cannot be realized in a f days; frequently weeks pass before yo customer returns to make the purchase. mistake we are apt to make in the ve beginning of our merchandising is expecti too much direct results. We must establi a reputation over a period of time befo we can realize our reward.

Spasmodic attempts at merchandising a worthless. We have to merchandise 3 days in the year in order to realize the r value of a well planned selling program.

Realizing that salesmanship is the mo important part of merchandising we ha arranged a few simple examples of go and bad salesmanship which we will try demonstrate for the sales people.

Customer 1 Enters Store of Non-Progressive Clerk

Customer 1: Give me a box of Aspirin

Clerk 1: A dozen at 10c?

Customer 1: That's right, thanks.

Customer 2 Enters Store of Progressive Clerk

Customer 2: Give me a box of Aspirin.

Clerk 2: Yes Sir, here's a package of uine Bayers Aspirin for just a little over ½c a piece, 100 for 59c.

Customer 2: Don't you have 10c Aspirin?

Clerk 2: Yes, but it costs you almost uble to buy in such small quantities.

Customer 2: That's right, give me the ge size.

Clerk 2: How're your razor blades, tooth ste, or shaving supplies?

Customer 2: Glad you mentioned shaving am. That shaving cream tube of mine as flat as a pan cake. Give me a tube Ingrams.

ONE-IN-TEN

Greet your customers as you would like be treated yourself, and you will find ur list of customers growing larger and ger as well as buying more and more rchandise from you.

Talk to your customers and explain to m about the product you are showing. is is Salesmanship of the constructive e. It's not ''high pressure'' to elabor- on the advantages of a product or to ggest companion items that are logical rchases. Tactful suggestions are wel- med by customers.

Remember to hand your customer the item enever possible. Have them feel it, smell or try it whenever that is advantageous, order to make them sell themselves.

Once a customer is inside the store it sts little more to make two sales instead one. It is not what they come in for, t what they go out with that makes the ra profit.

Five cents worth of additional merchan- e sold to each and every customer almost ubles your net profits. This is because it sts you as much to sell a penny's worth goods as it does a dollar's worth.

Certainly you want this extra profit. How st can you get it?

Make it a rule never to let a customer get t without suggesting something addition- regardless of the amount of the sale. ery extra penny adds profit like magic.

''A Crackerjack Salesman.'' Can it be d of you? You couldn't win a better compliment, for selling is the big job nowadays. All great retailers admit it is more important to know how to sell goods than how to make them or buy them.

Selling isn't mere separating people from their money. It is studying merchandising and studying people, and helping people appreciate the merits of the merchandise.

Selling is a fine art if you make the most of it. It sharpens the wits. . . . Makes bigger men and women.

Out of every ten people trying to sell goods, one is a real salesman. The others are just order-takers.

The opportunities for the real Salesman are practically unlimited. He need never want. The latch-string hangs out everywhere for him; and ''him'' means ''her'' as well.

Be a ONE-IN-TEN!

In Non-Progressive Store

Customer 1: Good morning. What's the price of your water bottles?

Clerk 1: We have some at 59c, some at 98c, and some $1.49. What price do you want?

Customer 1: Let me see that 59c bottle.

Clerk 1: Yes, Sir.

Customer 1: Well, I think that one is all right. Send it out for me, will you?

In Progressive Store

Customer 2: Good morning. What's the price of your water bottles?

Clerk 2: Here's a genuine Black Beauty, a bottle of the highest quality. The new process used in manufacturing this bottle removes all the sulfur from the finished product, thereby enabling the manufacturer to guarantee this bottle for five years. Just feel the weight of it. As you know, sulfur is responsible for deterioration. You can't buy a better bottle.

Customer 2: What's the price?

Clerk 2: Just $1.98, for five years or more service.

Customer 2: Don't you have a cheaper one?

Clerk 2: Yes, here's one for 98c, guaranteed for two years.

Customer 2: I believe the other bottle is cheaper in the long run. I'll take it.

Clerk 2: By the way, how's your first aid supplies, such as Bandages, Adhesive Tape, Band aid, Mercurochrome, Iodine?

Customer 2: They're O. K., but I will take a package of Boric Acid and a jar of Musterole.

Clerk 2: Thank you very much. Do you live in this neighborhood?

Customer 2: Yes, I live just around the corner. Didn't realize you sold at such reasonable prices until I saw your window the other day. Are those just special prices for a few days?

Clerk 2: No, they are our regular every-day prices. I am certainly glad you mentioned those windows. I have thought for sometime it would be a good idea to use those windows to tell the public that we sold something besides cigarettes and beer. What did you say your name is?

Customer 2: R. O. Stone.

Clerk 2: Hill is mine. Thank you very much. Come in again.

Customer 2: Thanks, I will.

SALESMANSHIP

Here's a clipping from Store Salesmanship:

When a visitor comes in,
Show the goods;
Don't just stand around and chin,
Show the goods.
There's no first class reason why
You can't sell if you will try
Folks who didn't come to buy,
Show the goods.

When you're asked, "Do you keep this?"
Show the goods.
Never say What price Miss?
Show the goods.
You won't, if you're really wise
Begin by asking color or size,
You'll get the goods before their eyes—
Show the goods.

Interest in the person first,
Show the goods.
Question methods are the worst,
Show the goods.
It's a sad mistake to say,
How much do you want to pay?
Don't go at the folk that way—
Show the goods.

Millions of dollars are spent every yea for national advertising of drug store me chandise, yet very little time or effort spent on the spot that is most important- that last 30 seconds across the drug sto counter to the customer.

Salesmanship is essential in building u a successful sales volume. Good windo displays will bring customers in your stor good interior displays will make them loo around and even ask for this or that articl But salesmanship is required to close t largest number of sales. Bigger volume sure to come your way if you support goo window and interior displays, with a litt selling punch that will weaken sales resis ance.

Remember you are the most importa factor in the drug industry. Millions a spent in the manufacturing and advertisin of drug store merchandise. But no o realizes a profit until you have sold it the consumer.

In Non-Progressive Store

Customer 1: Let me see a pocket comb.

Clerk 1: Yes Sir, here's a good comb f a dime.

Customer 1: That's all right. Let me ha a pack of Star Razor blades.

Clerk 1: Yes Sir. Anything else?

Customer 1: No, that will be all.

Clerk 1: Thanks, call again.

In Progressive Store

Customer 2: Let me see a pocket com

Clerk 2: Yes Sir! This is an America made comb that we know is of the highe quality. Its smooth finish and even tee will not break hairs. I know it will la you a long time.

Customer 2: I think I'll take that one.

Clerk 2: Have you seen this latest p phylactic Hair Brush, with the new s thetic Exton Bristles that through actu test has proven to last six times longer th the old brush, with natural bristles a wooden handle? This new bristle is 99 waterproof; will not become soft when w Its use will stimulate and promote a healt scalp—(just a few gentle strokes will a

(Continued on Page 240)

Encouraging Self-Medication

Doctors insist on a tight monopoly in the healing art. They complain bitterly—and properly—when some misguided druggist engages in counter-prescribing, and they deplore self-medication. We believe they are right in both cases. Pharmacists should confine their practice to their own profession, and laymen should entrust the diagnosis and treatment of their ailments to the physician. He who tries to cure himself, has a fool for a doctor.

But we believe that the medical shoemaker also should stick to his own last. It is just as improper and unethical for him to dispense medicines as for the pharmacist to prescribe them. We also believe that physicians are unwittingly responsible for much of the self-medication that is being practiced today.

A doctor who gives a patient with certain symptoms a plainly labeled manufacturer's sample, must expect that patient, if he gets relief, to recommend that medicine to a neighbor exhibiting the same symptoms. That neighbor, being frugal and wishing to avoid the payment of a physician's fee, will likely short-circuit the doctor's office and go directly to a drug store to purchase medicine bearing the same label and made by the same manufacturer.

Too, when that medicine has become well enough known to the general public to command a large sale, the manufacturer may be expected to commercialize it as a patent medicine. If he doesn't, some enterprising patent medicine man probably will popularize a similar product.

It should concern the doctor that laymen who buy the medicine may have made a wrong self-diagnosis or that they may so extend the treatment or increase the dose as to do themselves a great injury.

To the doctor who is so indifferent to the welfare of his patient as not to worry about their welfare (and conceivably there may be such) the possibility that he is hurting his profession and undermining his own business should be a deterrent consideration.

There is much to be said in favor of the old prescription, written in Latin and calling for ethical preparations.—*N. A. R. D. Journal.*

Durham Druggists Celebrate

Sixty pharmacists from Durham and near-by towns met at Josh Turnage's cabin located on the outskirts of that city on the night of October 23 to celebrate National Pharmacy Week and to partake of Southern barbecue with all the trimmings. Installation of the newly elected officers of the Durham Drug Club and addresses by Joseph Hollingsworth, Doctor T. T. Jones and W. J. Smith were features of the gathering.

After a series of songs I. T. Reamer, president of the local club, introduced Joseph Hollingsworth of Mount Airy who spoke on "Pharmacy in North Carolina." Following this address, W. J. Smith spoke to the gathering on "Pharmaceutical Objectives." Dr. T. T. Jones, prominent Durham physician, stated, while addressing the group on "Physician and Pharmacist's Cooperation," that "Physicians should not give oral prescriptions and that standard packages should be prescribed whenever possible."

Two quizzes, a slogan and a vitamin-endocrine quiz, were conducted by President I. T. Reamer during the evening. Harry W. Walker of Norlina won first prize by correctly answering 23 of the 25 slogans. Ned McKay of Durham was runner-up. J. F. Lyon of Watts Hospital, Durham, placed first in the vitamin-endocrine quiz with C. L. Clodfelter of Whelan's Drug Co., Durham, placing a close second.

D. L. Boone, Jr., Chairman of the Pharmacy Week Window Contest, announced that the displays installed by Boone Drug Company and Brewer's Drug Store had been adjudged the best. Members of these two drug firms were presented with valuable prizes donated by the B. C. Remedy Company and Peabody Drug Company.

New officers installed at the meeting were: S. O. Brewer, president; J. F. Lyon, secretary; I. T. Reamer, treasurer, and Gertrude Garrard, assistant treasurer.

U. N. C. Students' Branch of N. C. P. A. Addressed by F. B. I. Speaker

E. P. Coffey, chief of the Scientific Crime Detection Laboratories of the Federal Bureau of Investigation, Washington, spoke to the members of the U. N. C. Students' Branch of the N. C. P. A. on the night of October 24. "The Relationship of Pharmacy to Crime Detection" was discussed by the speaker and actual cases cited to show the importance of the work now being carried on by this Bureau.

Mr. Coffey stated that police officers were being instructed by the F. B. I. to go to their nearest drug store and secure sterile bottles when blood or other bits of evidence is to be forwarded to the Crime Detection Laboratory for analysis. Of the 50 specialists connected with the Laboratory, one is a pharmacist Mr. Coffey said.

E. R. Fuller, President of the Students' Branch, submitted a few brief statements concerning the aims, purposes and ambitions of the local organization at the conclusion of the program.

Boatright Advances for Lilly Bassett and Farrior Move

Continued expansion of the Lilly field organization necessitates several changes in district headquarters, effective January 1. K. T. Boatright, Lilly representative in the Bristol territory, will move to Richmond, Virginia, where he will have charge of the new Richmond District. A. T. Bassett, who has managed the Atlanta District for the past ten years, will establish a district headquarters at Jacksonville, Florida. E. W. Farrior will move his office from Charlotte, North Carolina, to Atlanta, Georgia, succeeding Mr. Bassett as manager of the Atlanta District. Our congratulations, gentlemen, and best wishes for success in your new fields of endeavor.

Report of Women's Auxiliary—Charlotte Pharmaceutical Association

Mrs. Philip Van Every,
Corresponding Secretary

Our October meeting was such a huge success, 'til we needs must believe 'twas our president's red hat. Certainly it did lend a note of excitement and informality.

We voted for that year book. When our president, Mrs. T. N. Edwards, said, "All in favor raise your little hands," every little hand shot up. She addresses us all as "Sister," and we really feel like one great big happy family.

We are thrilled over our new members, but disapointed that we had no visitors. Our invitation to you was sincere.

Honestly, our Secretary-Treasurer, Mrs. T. C. Yearwood, is the "workingest" woman I've ever seen. She managed to get each of us a typewritten copy of our list of members. Besides being very attractive, she is efficient and I do mean efficient.

Our state president, Mrs. John K. Civil, honored us with an explanation and paper on the scholarship fund of the association. Just before reading her paper, she said, "As Uncle Remus says, I'll give it to you just as it was *guv* to me." Mrs. Civil certainly is a gracious and inspiring leader for us.

SALLYS IN OUR ALLEY

(With Apologies to Walter Winchell)

Charlorchids to Mrs. W. A. Dunkley for offering her services as a palmist at our party to make money for the scholarship fund. She designs hats too and they're lovely. Also to Mrs. W. L. Wheeler who is busy at work on our year book.

Welcome back to pretty little red-headed Kate Bennick (Mrs. J. W.) and off-ly booful Mrs. J. Boyce Hunter. We missed you both last meeting. Bouquets to Mrs. E. F. Rimmer for her achievements in the Pharmaceutical field. (Don't we have a swell association!)

EYE SPIED ITEMS

Mrs. C. H. Smith looking very lovely and glamorous in black. Her husband, as you know, is president of the Traveling Men's Association.

Mrs. P. W. Delaney, daughter of Mrs. Edwards, concentrating on her mother.

LOOKING GLASS

We didn't see Mrs. D. C. Lisk and missed her so much. She's a swell member, and I believe this is the first meeting she's been unable to attend. All you girls try to be with us next meeting. Let's have a hundred per cent attendance.

In the meantime, Mrs. Lee Bailey is working on our party to make money for our scholarship fund, and we're looking for you.

Drug Labeling

(During recent months this office has received a large number of requests for information pertaining to provisions under the recently enacted Food, Drug and Cosmetic Legislation. Since so many of the letters relate to label requirements under the Act, we are publishing the following letter sent out by W. G. Campbell, Chief of the Food and Drug Administration, Washington, together with a *Memorandum On Warning Statements Under Section 502(f)(2)* of the Act.—Ed.)

"As you know, section 502(f) of the new Act, with certain exceptions, became effective on January 1. The responsibility for the labeling of drugs in compliance with the requirements is placed by the law upon the manufacturer or distributor. The Food and Drug Administration cannot relieve him of this responsibility nor share in it. Nevertheless, numerous requests for comments on proposed warning statements for certain drugs have been received by the administrative officers in Washington, as well as by our representatives in the field. In the past it has been the general practice for the field stations to forward such requests to Washington for reply. This has imposed a burden on the headquarters force which has materially delayed our answers."

"We are appending hereto a memorandum listing a number of drug preparations with indications concerning the nature of warning statements which are not being subjected to adverse criticism for the present. This list is by no means complete, nor does it in any way mitigate the responsibility of manufacturers and distributors to comply with the requirements of section 502(f)(2) with respect to other preparations not included. Neither does the presence of proper warning statements relieve a preparation from compliance with section 502(f)(1), 502(j) and other sections of the Act. These comments may be modified or altered at any time as the fact may warrant."

MEMORANDUM ON WARNING STATEMENTS UNDER SECTION 502(f)(2)

I. Cathartic or laxative drugs (except castor oil and phenolphthalein) which act as irritants to the gastro-intestinal tract or stimulate intestinal peristalsis:

"Warning: Not to be used when abdominal pain (stomach-ache, cramps, colic), nausea, vomiting (stomach sickness) or other symptoms of appendicitis are present.

"Frequent or continued use of this preparation may result in dependence on laxatives."

II. Castor oil:

"Warning: Not to be used when abdominal pain (stomach-ache, cramps, colic), nausea, vomiting (stomach sickness) or other symptoms of appendicitis are present.

"Frequent or continued use of this preparation may result in dependence on laxatives.

"Do not use during pregnancy except on competent advice."

III. Phenolphthalein:

"Warning: Not to be used when abdominal pain (stomach-ache, cramps, colic), nausea, vomiting (stomach sickness) or other symptoms of appendicitis are present.

"Frequent or continued use of this preparation may result in dependence on laxatives.

"Important: If a skin rash appears, discontinue use."

IV. Preparations containing so-called roughage materials and intended for use in constipation:

"Important: All varieties of constipation are not benefited by this preparation. It should be particularly avoided in cases such as spastic constipation in which abdominal discomfort or pain may be present."

V. Preparations containing mineral oil for oral administration:

"Warning: Do not take directly before or after meals."

VI. Preparations containing sodium perborate as an active ingredient and intended for local use in the mouth and throat:

"Warning: This preparation may cause irritation and inflammation of the gums, tongue and mucous membranes of the mouth. It should be discontinued at the first sign of irritation or soreness. In case of doubt, consult your physician or dentist."

VII. Nose drops, inhalants and sprays:

A. Those that contain oil as a vehicle or base:

"Caution: The use of excessive amounts of this preparation may be dangerous. Do not use at all in infants and younger children except on competent advice."

B. Those that contain ephedrine, epinephrine, amphetamine (benzedrine), propadrine, neosynephrine and other vaso-constricting drugs of similar activity:

"Caution: Frequent or continued use may cause nervousness, restlessness or sleeplessness. Individual suffering from high blood pressure, heart disease, diabetes, or thyroid trouble should not use this preparation except on competent advice."

VIII. Preparations containing volatile oils, aromatics, or drugs of an oleoresinous nature and intended for their effect upon the urinary tract:

"Warning: If disturbance of the stomach or bowels, or skin rash is noticed, discontinue use."

IX. Atropine and pharmacologically related drugs:

"Caution: Frequent or continued use of this preparation should be avoided. Discontinue if dryness of the throat, excessively rapid pulse or blurring of vision appears.

"Warning: This preparation should not be taken by elderly people except on competent advice."

X. Iodine or iodides:

"Warning: Do not use in cases of lung disease or chronic cough, goiter or thyroid disease, except upon the advice of a physician.

"If a skin rash appears, discontinue use."

XI. Preparations containing carbolic acid as a therapeutically active ingredient:

Note: Products containing more than 2 percent of carbolic acid are not considered safe for indiscriminate distribution.

"Warning: When applied to fingers and toes, do not use a bandage.

"Apply according to directions for use, and in no case to large areas of the body."

XII. Cresols, creosote, guaiacol or coal-tar derivatives intended for use as douches:

Note: Preparations intended for use after dilution should bear adequate directions for preparing solution an thorough mixing before pouring into douche bag.

"Warning: The use of solutions stronger than those recommended may result in severe local irritation or burns or serious poisoning."

XIII. Cresols, creosote, guaiacol, or coal-tar dirivitives intended for surface application:

"Warning: Apply according to directions for use and in no case to large areas of the body."

XIV. Strychnine:

"Warning: Do not take more than the dosage recommended. Frequent or continued use is to be avoided and its use for children and elderly persons may be especially dangerous."

XV. Anthelmintics:

The following preparations in therapeutically potent doses are not safe for indiscriminate distribution and should only be used under the direct supervision of a physician:

1. Carbon tetrachloride:

Note: Specific adequate directions for administration of a saline cathartic after use of this drug should be given.

"Warning: Avoid taking castor oil or other preparations or foods containing oil or fat while this drug is being administered. The use of this preparation in debilitated children and persons addicted to alcohol is dangerous."

2. Tetrachlorethylene:

Note: Specific adequate directions for the administration of a saline cathartic should be given.

3. Aspidium (Male Fern):

Note: Specific adequate directions for administration of a saline cathartic should be given.

"Warning: Avoid taking castor oil or other preparations or foods containing oil or fat while this drug is being administered."

4. Santonin:

"Very important: Shake vigorously before using. Failure to do so may result in serious injury.

"Caution: The use of more than the prescribed dose is dangerous.

"Do not take castor oil or other preparations or foods containing oil or fat while this drug is being administered.

"The prescribed dose should be not be repeated within 7 days."

5. Chenopodium oil:

Note: Specific adequate directions for administration of a cathartic, preferably castor oil, should be given.

6. Thymol:

Note: Specific adequate directions for administration of a saline cathartic should be given.

"Warning: Avoid taking alcohol or any preparation containing alcohol before, after or during administration of this drug."

XVI. Acetanilid:

"Warning: Frequent or continued use may be dangerous, causing scrious blood disturbances, anemia, collapse, or a dependence on the drug. Do not take more than the dose recommended. Not to be given to children."

XVII. Acetophenetidin:

"Warning: Frequent or continued use may be dangerous, causing serious blood disturbances.

"Do not take more than the dosage recommended."

XVIII. Antipyrine:

"Warning: Frequent or continued use may be dangerous, causing serious blood disturbances.

"Do not take more than the dosage recommended."

XIX. Bromides:

"Warning: Frequent or continued use may lead to mental derangement, skin eruptions or other serious effects.

"Do not take more than the dosage recommended.

"Not to be taken by those suffering from kidney disease."

XX. Mouth washes and gargles containing chlorates:

"Caution: Avoid swallowing."

XXI. Preparations containing arsenic except those employed as chemotherapeutic agents for specific diseases such as syphilis, amebic dysentery, etc.:

"Caution: Continued or prolonged use may result in serious injury."

XXII. Quinine, cinchonine and cinchonidine:

"Caution: Discontinue use if deafness, skin rash, visual disturbances (eye trouble) or other serious symptoms appear."

XXIII. Preparations containing silver salts:

"Caution: Prolonged or frequent use of this preparation may result in permanent discoloration of the skin and mucous membranes."

XXIV. Preparations sold under representations relating to coughs due to colds:

"Important: Persistent coughs may indicate the presence of a serious condition. Do not use this preparation when the cough has persisted for 10 days without securing competent advice."

XXV. Preparations containing mercury intended for administration by mouth or as douches:

"Warning: The prolonged or frequent use of this preparation or the use of amounts in excess of the prescribed directions may cause serious mercury poisoning."

XXVI. Rubifacients, or irritants such as ammonia, arnica, cantharides, capsicum, chloroform, ether, methyl salicylate, pepper, mustard, or turpentine oil intended for surface application:

"Caution: This preparation may irritate the skin, particularly if applied with rubbing. Avoid getting it into the eyes or on mucous membranes."

XXVII. Chrysarobin or Goa Powder:

"Caution: The use of this product over large skin areas may cause kidney irritation.

"Warning: Keep away from the eyes,"

XXVIII. Digitalis, squill, strophanthus, or other pharmacologically related drugs in therapeutically effective proportions:

Note: Potent doses of these drugs have an accumulative action and may lead to disastrous effects upon the heart and circulation. They should be used only under the direct supervision of a qualified physician.

"Caution should be exercised in using this preparation, particularly if the patient has had digitalis, squill, strophanthus, oubain or similar drugs within the preceding three weeks.

"The appearance of anorexia (loss of appetite), nausea, vomiting, headaches or heart irregularities (palpitation) is often an early sign of full digitalization or overdosage. When such symptoms appear do not continue the use of this preparation without consulting the physician."

LEGAL SECTION

FREDERICK O. BOWMAN, LL.B., *Editor*, Chapel Hill, N. C.

Results of the Fair Trade Drive

We take pleasure in furnishing below a report of the results from "The Drive for Fair Trade" made during the week of October 14th-19th by the Fair Trade Compliance Members of the Fair Trade Committee in the respective counties of the State. It will be seen that 30 of the 100 County Fair Trade Compliance Members have reported, of which 5 are 100%. Furthermore, it will be seen that 134 of the 800 or more of the total number of drug stores in the State have made donations thus far to the Committee. Other county chairmen have completed their drive but have not reported and still others have not finished their canvass. These, of course, will report later and the results will be carried in the next issue of the JOURNAL. It is the hope of the Committee that the remaining counties will produce as satisfactory returns as the ones listed herein below; for in this event your Fair Trade Committee will be in position to carry the movement forward in a manner that will be productive of greater benefits than ever before.

	County	No. of Drug Stores	Stores Contributing
	Alamance	14	12
100%	*Avery*	1	1
	Bertie	4	3
	Buncombe	33	1
	Cabarrus	15	1
100%	*Carteret*	4	4
	Cleveland	13	2
	Columbus	8	3
	Craven	8	3
	Durham	25	1
	Forsyth	31	25
	Gaston	22	12
	Granville	6	2
	Guilford	42	3
	Hoke	3	1
	Lee	7	3
100%	*Martin*	3	3
	Mitchell	4	2
	McDowell	7	4
	Orange	8	1
	Pasquotank	4	1
	Randolph	7	4
	Rockingham	13	9
	Rowan	14	1
100%	*Sampson*	7	7
	Surry	10	9
	Wake	40	5
	Wilkes	6	2
	Wilson	13	1
100%	*Union*	8	8

Revisions, Changes and Additions

Colgate-Palmolive-Peet Company

has increased its price on Ribbon Dental Cream from 18c to 19c. Effective January 2, 1941.

Northeastern Products, Inc.

has announced taking off of Fair Trade and discontinuing item No. 7400 Lady Lillian Manicure Set.

Smith Brothers Drug Company

The Smith Brothers Drug Company offers to the Drug Trade a "Special Deal" on Coldlax during the months of November and December, as follows:

One Bottle 35c
Two Bottles 36c

This deal is available only through this company's salesmen.

Pro-phy-lac-tic Brush Company

has dropped from their minimum price schedule as of November 20th Pro-phy-lac-tic Brand Tooth Powder—25c size.

The changes are as follows:

Regular Pro-phy-lac-tic Tooth Brush, Genuine Bristle—minimum price 23c.

Two Regular Pro-phy-lac-tic Tooth Brushes, Genuine Bristle, when sold only in the original double carton—minimum price 43c.

The above change is effective November 20, 1940.

Additions are as follows:

Pro-phy-lac-tic Tooth Brush, bristled with DuPont Nylon—minimum price 23c.

Two Pro-phy-lac-tic Tooth Brushes, bristled with DuPont Nylon, when sold only in the original double carton—minimum price 43c.

This addition becomes effective November 7, 1940.

The J. B. Williams Company

We have added a new and attractive item —Apple Blossom Talc.

This package, with its pleasing Apple Blossom fragrance, will retail at 25c each, with a Fair Trade Minimum of 21c each.

November 1, 1940.

Drugs Limited to Prescription Sales Only

Under both State and Federal Food, Drug & Cosmetic Acts. Drugs which, in the opinion of the Food and Drug Administration, (North Carolina Act same) may be sold only on a prescription.[1]

Any of the following, their derivatives and preparations:

Aminopyrine. Anthelmintics (Aspidium, Carbon Tetrachloride, Oil of Chenopodium, Santonin, Tetrachlorethylene, Thymol). Cinchophen. Digitalis.[2] Neocinchophen. Strophanthus.[2] Squill.[2] Sulfanilamide. Thyroid.

MERCURY. Bleach preparations which contain large amounts of ammoniated mercury and such preparations containing more than 0.2% bichloride of mercury or comparable amounts of other mercury compounds. (Products which contain 5% or less of ammoniated mercury may not violate the statute if they bear conspicuous warnings.)

DINITROPHENOL. In the opinion of the FDA, this drug is too dangerous to be sold for medicinal purposes under any circumstances (even on a prescription).

American Druggists, October, 1940.

[1] The law places the responsibility upon the manufacturer or distributor to determine, in any particular instance, whether or not a drug may be dangerous to health. The circumstances, surrounding the sale of the drug, must be taken into consideration in determining whether or not it is dangerous. The pharmacist is in a position to know what drugs are likely to prove harmful, he should guide himself accordingly.

Opinions or rulings of the FDA are subject, in the final analysis, to court interpretation. An adverse court decision will, of course, make this administrative agency change its views.

[2] Also other pharmacologically-related drugs in therapeutically-effective proportions.

Drugs and Preparations Containing Aminopyrine or a Derivative

Alphebin
Amarbital
Amidol
Amidomine
Amidophen
Amidopyrine
Aminopyrine
Amidos
Amidotal Comp.
Amifeine
Amino-Neonal
Am-Phen-Al
Ampydin
Amytal Comp.
Baramid
Causalin
Cibalgine
Cinchopyrine
Compral
Dormalgin
Dymen
Dysco
Gynalgos
Hexin
Lumodrin
Mylin
Neurodyne
Nurito
Optalidon
Peralga
Phenamidal
Phenobarbine
Phenopyrine
Pyramidon
Pyraminal

Drugs and Preparations Containing Cinchophen or a Derivative

Acitrin
Agotan
Amidomine
Atophan
Arcanol
Farastan
Hexaphan
Magnephen
Atophanyl
Atoquinol
Chloroxyl
Cinchophen
Neocinchophen
Neonmagnephen
Novatophan
Cinchopyrine
Cincosal Comp.
Cinsa-Vess
Eucophen
Oxyl-Iodide
Paratophan
Tolysin

Drugs and Preparations Containing Sulfanilamide or a Derivative

Albucid
Alkamid
Ambesid
Colsulanyde
Dagenan
Lysococcine
M & B 693
Neoprontosil
Prontylin
Proseptasine
Rubiasol
Injectable
Septasine
Sodium
Sulfapyridine
Monohydrate
Soluseptasine
Stramid
Streptocide
Streptozone
Sulfamidyl
Sulfanilamide
Sulfapyridine
Sulfathiazole
Sulfonamide-P

American Druggists, October, 1940.

News of Interest About N. C. Druggists and Drug Stores

Dean J. G. Beard, who is still on a leave f absence from the State University, sends arm Christmas greetings and regards to s former students and friends. He ex-ects to resume his teaching work shortly fter the New Year. In the meantime he ay be reached at 200 Retreat Avenue, artford, Conn.

Thomas R. Hood of Dunn has been nomi-ated for District Governor of the 188th otary District for the year 1941-42. Under ie presidency of Thomas Hood the Dunn otary Club in 1939-40 held forty-two 100% eetings and achieved a club average atten-ance for the year of 98.85%; sponsored to nsummation the locating in Dunn of a siery mill; the location in Dunn of a rb market for farmers' products and nu-erous other projects.

R. J. Darden of Mount Olive has replaced **ltajane Holden** as pharmacist for Joe Rey-old's, Inc., Clinton.

A recent edition of the Winston-Salem entinel paid tribute to **Ralph H. Holmes,** ecretary-treasurer of the Holmes Drug ompany, Statesville, under the heading Personalities of the Northwest." The paper ated, in part, that "When only 14 years d Mr. Holmes went to work for Burwell nd Dunn, wholesale druggists of Charlotte, nd worked for them for more than 20 ears, until he went to Statesville in June, 932, to take over the management of the olmes Drug Company which he organized."

J. G. Usher of Asheboro Street Pharmacy nd **P. A. Hayes** of Justice Drug Company, reensboro, are serving on the Guilford ounty draft board No. 2 which deals ex-usively with Greensboro registrants for ilitary service.

Sam L. Jones of the Elm Street Phar-acy, Greensboro, recently was the recipient f considerable publicity in *The Greensboro atriot.* The paper stated that "'Mr. Jones' tablishment can well be recommended by ny physician . . . that he is a popular usinessman, a resident of Greensboro for 2 years, a member of the Elks, Chamber of ommerce, an appreciated employer and a tizen of repute."

V. D. Wells, Jr., formerly prescriptionist at Eckerd's of Raleigh is in Goldsboro. He and his father, V. D. Wells, formerly sales-man for White Ice Cream Company, Ra-leigh, have purchased the Manley Drug Store, Goldsboro, located in the Hotel Golds-boro. For the present they are operating under the old name.

Malcolm N. Goodwin has left Boon-Iseley Drug Company, Raleigh, and is now work-ing as assistant manager of Liggetts Drug Store, Charlotte.

From a roving reporter: "Fayetteville—Boomtown—is experiencing a tremendous spurt in business activity. Automobiles are seen from all over the country, filling sta-tions and real estate offices are doing a land office business. Neon signs all up and down Hay Street; fluorescent lighting in nearly every store." "Salesmen planning to work Fayetteville and stay over night better make reservations several days ahead."

B. Paul Woodward is now with the Sand-hill Drug Company, Inc., of Southern Pines. He was formerly connected with Saunders Drug Store of Fayetteville.

W. R. Hambrick, Roxboro Druggist, re-cently celebrated his eighty-second birthday and took time out from his busy career to review some of the happenings which have occurred since he was born in Leasburg, Caswell County, just over the Person line 82 years ago. Mr. Hambrick operated the drug firm of Hambrick, Austin and Thomas of Roxboro for years which was recently sold to E. E. Thomas.

W. R. (Bill) McDonald of Ninth Avenue Pharmacy, Hickory, is recovering from an infected foot and expects to resume his usual duties within the immediate future.

Durham druggists recently contributed a large quantity of pharmaceuticals to the Medical and Surgical Supply Committee of New York which in turn will send it to emergency hospitals and first aid posts which have been established in England. Included in this shipment was 25 pounds of powdered aspirin donated by the pharmacy department of Duke Hospital.

W. A. Queen of the Department of Agriculture, Raleigh, has been elected President of the Association of Food and Drug Officials of the United States.

P. J. Suttlemyre of Hickory, **G. K. Bess** of Sylva and **T. R. Burgiss** of Sparta were among the 250 persons who registered for the convention of the Georgia Rexall Club which was held in Atlanta, October 14 and 15.

Lee Moose, pharmacist with the Red Cross Drug Store of North Wilkesboro, broke his arm and injured his eye when he slipped on some oil and fell on the cement near his home several weeks ago.

Miss Thelma Corpening, daughter of **J. E. Corpening** of Biltmore Drug Store, Biltmore, has been elected president of the senior class of Montreat College.

Deaths

Captain Stephen Olin Smith, 93, retired Asheville druggist and Spanish-American war veteran, died in Charlotte on October 8 after an illness of three days. Mr. Smith was a native of Rutherford County and had been associated with the Dr. T. C. Smith Company of Asheville until his retirement 15 years ago.

He was a member of the national guard at the outbreak of the Spanish-American War and immediately became a recruiting officer for western North Carolina with the rank of first lieutenant in the second regiment of Company H. He later went to Camp Meade, Pa., as captain in Company L, 47th infantry. He was to have been sent to duty on the war front but his health failed en route and he resigned his commission.

Funeral services were conducted in Charlotte on October 9 and interment made in Elmwood cemetery.

Funeral services were held Saturday afternoon, October 19, for **William F. Rogers,** 50, of Rogers Drug Store, Durham, who died at Hunt's Point Hospital in New York City shortly after undergoing an emergency operation. He was in New York to visit his sister, Mrs. L. C. Richardson, when he was stricken.

Known to his immediate friends as Will, Mr. Rogers had been associated with his brother, Ralph, president-elect of the N. C. P. A., in the drug business in Durham fo 25 years. He was a member of the Trinit Methodist Church, the American Legio Post No. 7, the Eno Masonic Lodge N 210, the Sudan Temple, the Durham Shrin Club and the North Carolina Pharmaceutica Association. He was also a former membe of the Durham Lions Club and the Durha Elks Club.

Surviving are his widow, the former Mis Edith Link of Lexington. They had bee married for 11 years and the followin three children survive: Ann, Henry an Sarah Rogers; four sisters, Miss Maud Rogers, Miss Daisy Rogers, Mrs. Jesse Proc tor, of Durham, and Mrs. L. C. Richardso Jr., of New York City; and one brothe Ralph Rogers of Durham.

Members of the Durham Drug Club serve as honorary pallbearers and employees o the Rogers Drug Store served as flora bearers.

Births

Mr. and **Mrs. L. L. Holland** of Haml announce the arrival of David Lea Holland weight eight and a half pounds, at the Ham let Hospital on Thursday, October 31. M Holland was formerly connected with Phi lips' Drug Store of Albemarle and is no associated with the Birmington Drug Com pany of Hamlet.

ACTION SCENES FROM A DRUG STOR

(Continued from Page 232)

beauty and lustre to the most unruly hair) The price is only $1.00.

Customer 2: What is that handle mad of?

Clerk 2: That's a new synthetic handl made of plastic; easy to wash and 100% sanitary.

Customer 2: I believe I will take that.

Clerk 2: What kind of hair tonic or sham poo do you use?

Customer 2: I have plenty hair tonic an shampoo. But I will take a package o single edge Star.

Clerk 2: I have a package of 4 for 10c— a package of 12 for 25c, which represent a saving of 20%.

Customer 2: I'll take the large packag

Clerk 2: Is that shaving cream or toot paste tube flat yet?

Customer 2: No, I'm well stocked in those items, but my tooth brush is about shot.

Clerk 2: Yes Sir, here's a brush with the exton bristles that will last you a long time.

Customer 2: It'll be all right.

ANYTHING ELSE?

That question has cost druggists thousands and thousands of dollars, yet so few realize it. A substitution of this expression, with a definite sales suggestion on a kindred item to that which the customer has just asked for, or an item that is being sold Special at the time, will many times ring those dollar keys on that Cash Register. It is not claimed that this method will sell every customer more merchandise, but remember one thing: the more No's you get, the closer you are to a Yes. Customers like to be sold. Everybody has admiration for a person that tries, so if first you don't succeed, try, try again.

Most every customer that enters your store offers you every opportunity to demonstrate your sales ability; every customer is open to suggestion, and ready to buy additional articles if you will sell them. What you fail to sell them, your competitor will sell.

One of the most vexing problems you have to face lies in the large number of sales so small that the profit from them does not offset the actual cost of transaction. I have just made the statement that a 5c increase on each sale would almost double your net profit. Now, I'm going to prove it. We will take the experience of a typical city neighborhood drug store. The sales in this store were $50,000 to a traffic of 125,000 customer transactions, make the average sale 40c; mechandise cost 66%; operating expense 28%, and a net profit of 6%. After increasing the average sale to 45c instead of 40c, gives us a sales volume of $56,250. The merchandise cost, from a percent standpoint, remains the same, but operating cost and net profit are changed considerably.

Here are the results:

1. Increased net profit from $3,000 to $5,125. A net gain of $2,125.

2. Increased net profit percent—6% to 9.11%.

3. Reduced operating expense from 28% to 24.7%.

4. Actually increased rate of net profit by more than 50%.

5. Actually reduced rate of operating expense by nearly 12%.

In Non-Progressive Store

Customer 1: Oh, Doctor, I just lost my lipstick. Have you got my shade?

Clerk 1: Well Miss, I don't know, I have about every shade and color in the rainbow. Here, how's this one?

Customer 1: Oh, that's too dark for me.

Clerk 1: No, that's darker than the other one. How do you like this one?

Customer 1: That's too light. What shade should I use?

Clerk 1: Now let me see. I think this is the shade for you.

Customer 1: No, that's for a blonde, can't you see I'm a brunette? Don't you have some more shades?

Clerk 1: Yes, I have some over here for 10c. How do you like this one?

Customer 1: That's not my shade, but it'll have to do, since its only a dime.

In Progressive Store

Customer 2: Oh, Doctor, I just lost my lipstick. Do you have my shade?

Clerk 2: Yes Mam. According to Coty's Beauty Chart a brunette should use either Dahlia or Med. It is just a question whether you like a light or dark lipstick.

Customer 2: I think Dahlia is O. K.

Clerk 2: Coty also makes a Dahlia rouge to harmonize with that lipstick, thereby giving you complete match make-up.

Customer 2: Well, it *is* better to use the same kind. I think I'll take that too.

Clerk 2: By the way, have you seen the new Airspun Po. Vanity that's been so highly advertised recently in the fashionable women's magazines? This new Airspun powder is not to be confused with the ordinary cake powder. Just a gentle touch with the puff and you have enough powder for one time use. Almost as easy as if it were loose powder. But not nearly so messy.

Customer 2: Do you have my shade?

Clerk 2: Yes, your right shade is Rachelle No. 2. What color case do you prefer?

Customer 2: I think I like the red one.

THE COSMETIC DEPARTMENT

A tough nut to crack. How many druggists have you heard say, "It's no use. The Cosmetic business has gone to the Department Store"? Still there are many druggists who have applied themselves by using the make-up beauty charts prepared by experts. Seventy-five percent of the sales in the Cosmetic Department are made without much effort. But 25% of the sales require a knowledge of shades, types, etc. Do you know what shade of powder in this line or that line is more suitable for blondes—what shade of lipstick or rouge? When we have acquainted ourselves with these simple facts, selling Cosmetics will be a pleasure, and that 25% of the cosmetic sales that we are inviting competition on, will be ours.

There may have been a day when any shade of powder, lipstick, rouge or kind of cream would have been suitable for the Miss or Mrs., but that day has gone forever. Your knowledge of Cosmetics must be sufficient to meet the daily changing trend of a customer that is a 1941 model, who, without asking you, has an entirely new set of buying habits, and from all indications she intends to buy by them. This trend in no way decreases demand, but on the contrary has greatly increased the demand for Cosmetics.

Can the loss of Cosmetic business in the drug stores be traced to cut-price competition? No. Because, all the leading manufacturers have maintained full retail prices long before Fair Trade. The loss of this business can be attributed to our failure to acquaint ourselves with the few fundamentals required to sell Cosmetics. This inefficiency is driving dollars out of our stores daily.

In Non-Progressive Store

Customer 1: Do you have a bottle of that 9c rubbing alcohol that I see advertised by some of the drug stores?

Clerk 1: No! But I have a bottle at 23c. I just can't sell it that cheap and make any money. I can't stay in business selling at that margin of profit. If they want to sell it at that price, it's O. K. with me. But I'm not.

Customer 1: I'm sorry but I have to buy it where I can get it the cheapest.

In Progressive Store

Customer 2: Do you have a bottle of that 9c rubbing alcohol that I see advertised by some of the drug stores?

Clerk 2: Yes Sir, we did carry that cheaper rubbing alcohol until so many of our better customers complained about it, so we just discontinued it. But here is one you pay a few cents more for, but it's the same high quality used in hospitals and by doctors. It does not irritate the skin or leave any alcoholic odor like the cheaper kinds.

Customer 2: I thought rubbing alcohol was rubbing alcohol.

Clerk 2: No. There's much difference in rubbing alcohol. None of the cheaper grades are made from pure grain alcohol.

Customer 2: I'm glad to know that. How much is that one?

Clerk 2: A full pint for 39c.

Customer 2: I'll take that one.

Clerk 2: You probably need some absorbent cotton and gauze? We have a full ½ lb. J. & J. Cotton for only 37c and 5 yds. gauze for only 49c.

Customer 2: Yes I will need some cotton, and that will be all, thank you.

Alfred N. Martin Seriously Burned

Alfred N. Martin, Roanoke Rapids, was burned seriously and the Rosemary Drug Company almost destroyed on the afternoon of November 20 as the result of an explosion of a can of alcohol which Mr. Martin had in his hand.

Mr. Martin suffered painful burns about his face and one hand and arm. He was rushed to a local hospital where he is reported as "resting fairly comfortably." The interior of the store together with the stock of goods was ruined before the fire could be brought under control.

It's Getting to Be a Habit

On the night of November 22 the Taylor Drug Company, Durham, was entered for the third time this year and a quantity of cigarettes and about $2.25 stolen. This time, officers said, entry was gained by someone breaking the front door glass of the store. On both of the previous break-ins the method of entry was through the roof.

N. A. B. P. Census of Pharmacy

H. C. CHRISTENSEN, *Secretary*

In sixty-eight colleges of pharmacy during the school year 1939-1940, there were enrolled 8,762 students, as compared with a total of 8,569 for the year previous, according to the annual student census just completed by the National Association of Boards of Pharmacy. Questionnaires were mailed in June but the final results have just been tabulated.

This is the second consecutive year that there has been an increase in the total enrollment. The 1938 figure was 8,190 students, showing a gain of almost 600 in two years. The steady increase in college enrollment year by year, although small, is encouraging to those who have worried about the possibility of a shortage of pharmacists in the future. It shows that the four-year course of pharmacy is gaining recognition from prospective students.

The number of seniors graduating, however, was only 1,533 as compared with 1,842 the previous year. Most of this year's graduating class matriculated in 1936, and as the freshman enrollment for that year was less than that of 1935, a decrease in the number graduating was expected. By the same token, we may expect a larger class to graduate next year, as the 1937 freshman class showed about a hundred more students than the 1936 class.

The new students matriculating in 1940 totaled 3,227 but as 128 of these were transfers from other pharmacy colleges, the net gain was 3,099. The 1939 new student count was 2,920.

On the basis of a freshman count (for 64 colleges) of 2,363 in 1936 and a graduation class of 1,533 this year (from 68 colleges) we find that the drop-out percentage was approximately 46%.

BOARD STATISTICS

The registration statistics collected from the boards are equally as interesting. Returns from 45 states show that 2,271 pharmacists were registered by examination during 1939. (In a few instances, the period covered is the fiscal year of the board instead of the calendar year.) On this basis, the total registrations for the United States should be approximately 2,500 and this means that the estimated 2½% replacement figure has been met.

The total number taking the R.Ph. examination in these 45 states was 3,648—so the passing percentage on board examinations for the country as a whole was about 62%, which is low. However, it should be remembered that the period covered was one during which some five or six states were still examining large classes of non-graduates, and the passing percentage in these states of from 20% to 40% coupled with the fact that the numbers of candidates were large, has done considerable to drag down the average for the country as a whole. In the majority of the states on a college basis, the passing percentage ran from 70% to 100%. That the number of non-graduates still sitting in examination was considerable is evidenced also by the fact that the total number taking examination was 3,648, whereas the graduating class of the period (1939) was 1842. Naturally some allowance must also be made for graduates who failed in previous years and were retaking the board examination.

The examination statistics also show that 355 new names were added to the roster of assistant pharmacists in eleven states. A count of the total number of assistant licenses still outstanding shows this number to be 4,512 in 29 states. These licenses are still being renewed, in some instances, although the state no longer offers the assistant examination. The following states show an appreciable number of assistant certificates: Illinois 981; Colorado 497; Pennsylvania 476; Connecticut 426; Massachusetts 414; and Wisconsin 353.

The total number of registered pharmacists on the active roster in 45 states and Alaska is 112,055. This figure includes duplications, however, as some pharmacists pay renewal fees in two or more states. For example, the reciprocal registrant usually keeps his original examination license in good standing so as to be able to use it in the future for further reciprocity.

Creomulsion Blotter

In line with the established policy of publishing unsolicited letters, articles and reports of general interest to its readers, the JOURNAL is glad to print below a letter recently received from D. R. Davis of Williamston. Note: Blotter together with signed letter are on file in this office.—Ed.

November 22, 1940.

The Creomulsion Company,
Atlanta, Georgia.

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(Signed)
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Davis Pharmacy,
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